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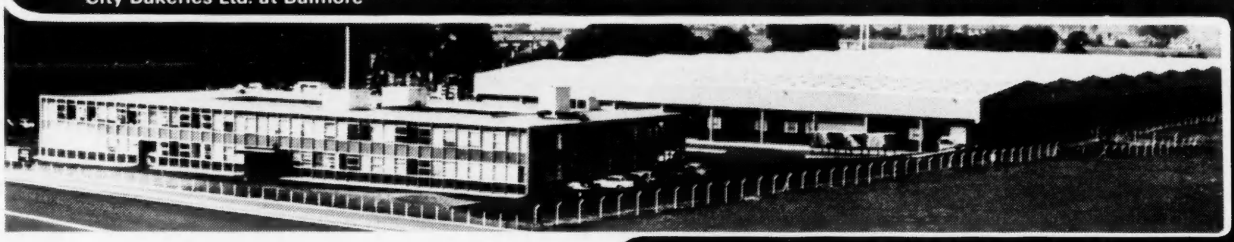

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Index to Statistics 350
Subscriptions, Advertisements, Reprints 350
The Venezuelan economy and Anglo-Venezuelan trade 353
Industrial Adviser appointments 354
Mr. Noble calls for more co-operative advertising overseas 355
Mr. Anthony Grant to visit Scotland 355
Investment grants: annual report – £587 million paid to industry in 1970/71 355
Mr Rippon reports on progress of EEC negotiations 356
Southern Electricity Consultative Council appointments 356
Young Exporter Award 357
Import deposits: lapse of charge 357
Applications for temporary exemption from import duty 357
Manchester firm expands in Londonderry 357
West German firm expands its Northern Ireland factory 358
Patents endorsed 'Licences of Right' 358
Proceedings under Section 36 of the Patents Act, 1949 358
Parliamentary Answers 359
Parliamentary Answers on aviation and shipping 361

Aviation and Shipping
Heathrow traffic equalized between two runways 362
'Social problems of VTOL aircraft' 362
Public inquiry into the stranding of MFV 'Summerside' 363
Coastguards saved nearly 3,000 lives last summer 363
BEA and BOAC chairmen appointed 363

New books 365

Government surplus sales 366

STATISTICS
The economy: selected indicators 368
Acquisitions and mergers of companies in the third quarter of 1970 369
Business Monitor 371
Registrations of British and foreign films 371
Shipping movement at United Kingdom ports 372
Vehicle production in October 375
General index of retail prices for October 376
'Statistical News' for November 376
ECGD business in third quarter 376

EXHIBITIONS AND FAIRS
Capability of British Nuclear power industry on show at Atomfair '70 378
British Agricultural and Food Processing Exhibition, Tel Aviv 378
'New Look' Ideal Home Show 378
Interocean '70 attracts 29 British firms 379
East meets West at Incomat '70 379
Good prospects for British trade drive to Switzerland 380
First joint venture at Northeast Electronics Research and Engineering Meeting of the IEEE, Boston 380
Prototypes for the home at the Design Centre 380

How the BBC External Services support the export drive i – iv

Britain in Finland – now 1971 381
Opportunities for British construction and building materials at Soviet exhibition 381
Changes in the Programme of Trade Promotions 382

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
British Business Forum formed in Oslo. Pakistan and Romania. Increased fees in USSR for industrial property registration – correction. ECGD backs British £2 million credit for Sweden. United States Trade Bill 392
Export Missions and Tours 394
Export Orders 396

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Abu Dhabi: Customs tariff changes 401
Australia: Polyester cotton type staple fibre. Special Advisory Authority inquiry on industrial radiographical equipment. ATA Carnets 406
Brazil: Customs tariff amendments 404
Canada: Hazardous Products Act 412
European Communities: Common agricultural policy. EEC/Iran agreement. Imports from non-member countries 398
Finland: Restrictions on the use of import credits 401
France: Duty-free quota for cod. Duty quota for seed potatoes 400
Greece: Cholera regulations. Changes in import deposits on certain goods 400
Hungary: Patent and trade mark laws 401
India: Industrial development 403
Iraq: Role of the private sector in industry 401
Israel: Addition to semi-liberalized import list 402
Italy: Tax changes: correction 400
Malawi: Customs tariff amendments 403
Malaysia: Import control 404
New Zealand: Customs tariff inquiry - mounted piezo-electric crystals. New Zealand/Australia Free Trade Agreement. Price freeze. 1971/72 import licensing schedule 406
Nigeria: Customs tariff changes 402
Pakistan: Tariff changes – vehicles and pharmaceutical materials 403
Sierra Leone: General Import Licence No. 1 of 1971 403
Singapore: Import control. Customs duties amendments. Metrication 404
South Africa, Republic of: Hire purchase regulations. Customs tariff amendments. Customs and Excise regulations 402
Spain: Duty-free import quota: cotton not carded, or combed 399
Switzerland: Beer tariff. Ban on imports of poultry from the UK 399
Turkey: Customs duty exemption 401
United States: Motor vehicle safety standards. Banned hazardous substance – liquid drain cleaners 412
Zambia: Suspension of duties 402

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

British achievements at the Farnborough Air Display and at the Motor Show in London were among subjects recently covered by the BBC's External Services in their regular broadcasts in up to 40 languages. A special supplement on how the External Services support the export drive by publicising British scientific, technological and industrial developments around the world is contained in this issue.

LATE ANNOUNCEMENTS

British Trade Drive to Denmark 1972

MR. MICHAEL NOBLE, the Minister for Trade at the Department of Trade and Industry, announced in London on December 1 that he had approved plans for a British Trade Drive to be held in Denmark in 1972.

Mr. Noble said, 'I am pleased to announce that a Trade Drive will be held in Denmark between February and October 1972 as part of our continuing export effort in the Nordic countries. The Department of Trade and Industry and the British Embassy in Copenhagen are drawing up plans for the Trade Drive, in conjunction with the British National Export Council (Export Council for Europe), and in consultation with the British Import Union in Denmark.

'Denmark is a very good customer for British goods, but there are certain areas in which we can improve our market penetration. The Trade Drive will aim to highlight these areas by reminding British manufacturers of the potential for their goods in Denmark, and by making the Danes themselves more aware of what Britain has to offer.'

In planning the Drive, every effort will be made to maintain a selective approach. The main thrust will be in the promotion of capital goods, with some concentration on the important developing areas of Jutland and Fyn. This will be supported by promotions of carefully chosen consumer goods. The aim throughout will be to identify those goods and equipment that Danish buyers require, and then to invite British suppliers to participate in appropriate promotions. Market research and contacts with industry are now being undertaken, states the DTI, with a view to an announcement early next year about specific commodities to be promoted together with a programme of events.

The Trade Drive was announced in Denmark on December 1 by Lord Caldecote, Chairman of the Export Council for Europe, at a luncheon of the British Import Union (an organisation of Danish Businessmen concerned exclusively with the promotion of British imports into Denmark). In 1964 Copenhagen was the stage for the second of the series of British Weeks. In 1968 there was a nationwide British Trade Drive to Denmark. Capital goods sectors targeted for the forthcoming Drive include machine tools, scientific and control equipment, agricultural plant, marine equipment, vehicles and transport equipment, and food packaging plant. Consumer products will include consumer durables, clothing, footwear and food.

British exports to Denmark are currently running at an annual rate of over £200 million.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*

Title	*Last Published*
Air Transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	23 Sept. 1970
UK balance of payments (Q)	9 Sept. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	14 Oct. 1970
Industry's investment intentions (3 times a year)	14 Oct. 1970
Catering trades turnover (M)	18 Nov. 1970
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisition and mergers (Q)	This week
New companies registered:	
Gt. Britain (M)	18 Nov. 1970
N. Ireland (M)	18 Nov. 1970
Computers:	
UK computer market (Q)	7 Oct. 1970
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	11 Nov. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	This week
Electronics capital equipment deliveries, research and development (Q)	28 Oct. 1970
Engineering and electrical goods: Production, exports and orders (M)	25 Nov. 1970
Film industry:	
British Film Fund Agency returns (M)	14 Oct. 1970
Cinema admissions and takings (M)	25 Nov. 1970
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	1 Nov. 1970
Footwear industry orders and deliveries (M)	25 Nov. 1970
Foreign trade:	
EFTA trade (Q)	2 Sept. 1970
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufactures (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	11 Nov. 1970
Value of overseas trade (M)	25 Nov. 1970
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
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Hairdressing trades turnover (M)	18 Nov. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	11 Nov. 1970
Industrial building (Q)	28 Oct. 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	25 Nov. 1970
N. Ireland index (M)	25 Nov. 1970
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book value of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	18 Nov. 1970
Machine tools deliveries and orders (Q)	14 Oct. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analsysis of production (Q)	18 Nov. 1970
Deliveries (Q)	18 Nov. 1970
Production (M)	18 Nov. 1970
Volume of production (M)	18 Nov. 1970
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	18 Nov. 1970
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	This week
Retail trades:	
Index nos. (M)	11 Nov. 1970
N. Ireland index (M)	11 Nov. 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	14 Oct. 1970
Retail (M)	18 Nov. 1970
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	23 Sept. 1970
Cotton production (M)	25 Nov. 1970
Hosiery production (M)	18 Nov. 1970
Wholesale houses sales (M)	18 Nov. 1970
Wool exports (Q)	25 Nov. 1970
Wool output (M)	25 Nov. 1970
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	11 Nov. 1970
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	18 Nov. 1970

Department of Trade and Industry Organizations, etc. *Subjects*	*Last Published*
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	7 Oct. 1970
Customs notices of interest to exporters	11 Nov. 1970
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	19 Aug. 1970
Half-yearly index – Jan.-June 1970	19 Aug. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970
Release dates of economic statistics	25 Nov. 1970

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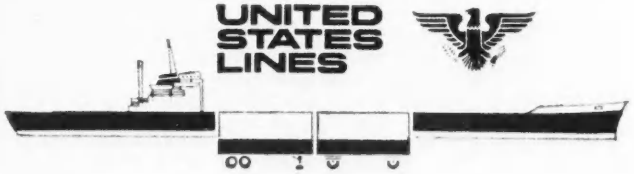

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TRADE WITH CENTRAL AND SOUTH AMERICA—3

The Venezuelan economy and Anglo-Venezuelan trade

By I. F. S. Vincent, CMG, MBE, Counsellor (Commercial) Caracas

The first article in this series: 'Costa Rica: small but rich in opportunities' was published in the October 28 issue of *Trade and Industry*. The second article: 'Peru: the changing economy' was published in the November 11 issue.

DURING THE past few years South America has returned to our trading map. Bankers, merchants and industrialists are visiting the continent in increasing numbers. The financial resources being made available by the City for trade with South America have increased to a very high level indeed. Knowledge in depth of South America is still, however, sadly lacking. This has been said before, and a conversation with a Venezuelan businessman has convinced me that it needs to be said again. During a recent visit to the United Kingdom this businessman found more than one of his customers (regular exporters) unaware of the physical location of the Venezuelan capital, Caracas – one of them thought it was in Bolivia.

Venezuela, then, is a country of great size by European standards, which by its position on the northern edge of the South American continent is in communication and commercial contact with Europe, the United States, Central America and the Caribbean as well as South America. It is not generally appreciated that Caracas is closer to London than to Buenos Aires. Although it is under-populated – at the beginning of 1970 the population had just passed 10 million – Venezuela's annual growth rate of population is one of the highest in the world. Over 45 per cent of the population are under 15; 67·5 per cent live in urban areas (mostly in the northern part of the country) and it is estimated that by 1976 80 per cent will be 'urbanized'. With relatively high unemployment the country needs rapid industrialization. It is therefore in a dynamic situation, but unlike many other countries similarly placed it has the financial resources to exploit this dynamism.

Dra. Haydée Castillo de López opening the British Engineering Week, Caracas, December 1969. In background is the British Ambassador, HE Sir Donald Hopson and the Commercial Counsellor, Mr. I. F. S. Vincent. On right are two exhibitors, Mr. D. Waskett, Mott, Hay and Anderson (second from right), and Mr. Geoffrey Kennedy, Kennedy and Donkin.

Run-down scheduled

The petroleum industry is the foundation of Venezuelan prosperity. Although no longer the world's major exporter of petroleum products, output still provides the government with revenue of the order of US$3·5 million daily. Existing resources are estimated to cover output at this level through the 70's with a run-down in the early 80's, but fresh contracts for exploration and production are now being negotiated, and there are some highly promising areas under examination. As present prospects suggest that a world shortage of petroleum will persist throughout the 70's the Venezuelan potential for expansion, through government stimulation of economic activity buttressed by oil revenue, is extremely high.

Petroleum is not the government's only source of industrial income. Revenue is also obtained from the exploitation of iron and other minerals and as the extensive investment in petrochemicals comes into play the government, which is 100 per cent shareholder in some plants and a partner in others, hopes to obtain very substantial dollar revenue. Not only the budget will benefit but also the foreign exchange reserves which already at the end of 1969 stood at US$936 million and in the first quarter of 1970 reached US$1,018 million.

The Venezuelan Government uses its resources both to provide infrastructure for the country and to stimulate directly industrial and agricultural development. In the next Five-Year Plan (1970-1974) it is anticipated that investment will be at the level of Bs. 60,000 million of which 40 per cent will come from the public sector: this represents some 20 per cent of total GNP compared with an investment level of 18 per cent during the previous five years. GNP is expected to rise by 6 per cent annually, and there will be some reduction in unemployment by the creation of nearly 600,000 new jobs. In the agricultural sector investment in livestock will double, compared with the previous five years, to a level of Bs. 1,000 million, with special attention being paid to the eradication of foot-and-mouth disease and bovine Brucelosis. In addition there will be expenditures of the order of Bs. 800 million on rural development – rural roads, electricity, housing, etc. – which will pave the way for imports of agricultural machinery. In manufacturing industry, investment for the period is estimated at Bs. 13,000 million, and in petroleum and mining, of Bs. 9,500 million. The emphasis in new industries will be on products capable of competing in export markets: total exports by 1974 are expected to reach Bs. 13,500 million of which Bs. 1,000 million will consist of non-traditional exports. There will be special attention paid to the development of tourism which will provide opportunities for foreign investment in hotels and other elements of tourist complexes.

Paper and cellulose increas

The effect of the Plan on imports will be marked. While imports for the traditional industries would be reduced over the five-year period by 4 per cent annually, the fall being particularly marked in textiles (8·6 per cent) and clothing and footwear (7·3 per cent), and there would also be reductions in the requirements of the intermediate industries (chemical products remaining almost static, rubber falling 4·4 per cent annually, non-metallic minerals by 6·7 per cent and basic metals by 10·3 per cent), there would be a sizeable increase

(*Continued on next page*)

THE VENEZUELAN ECONOMY, *continued*

in requirements of paper and cellulose (5·5 per cent), transport materials (5·3 per cent) and electrical equipment (4·5 per cent) and a very substantial increase indeed in machinery in general (19·2 per cent annually). The opportunities for British exporters therefore should be considerable.

Full details of the Plan will be available (as soon as published) through the Export Services Division of the Department of Trade and Industry.

As indicated above, the private sector is expected to play its part in the Five-Year Plan, private investment being estimated at some 60 per cent of total growth. The incentives provided for new investment will be such as to encourage private investors to develop industries of the kind indicated in the Plan. There will be scope for foreign investment in mixed companies benefiting from these special incentives, as well as for the supply of equipment through direct exports.

Britain's share of Venezuelan imports

The British share of Venezuelan imports has not varied very much in recent years and stands at rather less than 6 per cent. Total United Kingdom exports in 1969 were £31·7 million. What can be done in this market by aggressive salesmanship is indicated by the success of the Japanese whose exports to Venezuela increased from £30·9 million in 1968 to £42·5 million in 1969. Western Germany, who have in recent years always had the largest European share of the market, also increased their exports during this period by 10 per cent.

When you note a market where the growth prospects are so encouraging it seems only reasonable to come and take a closer look at it. Venezuela is not a country where results can be obtained by correspondence: time must be allowed for a prolonged and intensive visit not only to Caracas, which remains the headquarters for most industries and services, but also to the industrial centres of Valencia, Maracay, Barquisimeto and especially Maracaibo and the Guayana region, which are developing with increasing independence. Development of the Andes (Mérida, San Cristóbal) and the north east (Cumaná, Barcelona, Puerto La Cruz) is also receiving increasing official attention. For sustained success a local agent is essential but he will need support, particularly in the first two-three years, by frequent visits. The cost of making an impact on this market is high since local businessmen are used to North American marketing methods, but the return can be very satisfactory. And once an atmosphere of confidence with a good agent has been established, a steadily growing volume of trade can be anticipated.

While British exporters have done well in certain fields, e.g. in the sale of electrical equipment, tractors and agricultural machinery, they have not been very successful so far in major projects. However, the indications are that in the coming year a number of important contracts may go to British suppliers. For example a British group has been given the authority to negotiate with the Ministry of Mines for the reconditioning of the Naricual coal mines and the construction of coking ovens, for the supply of coke to the national steel company, SIDOR. A broadly based consortium is in the field for the supply of equipment for the Caracas metro, and other suppliers are well placed to obtain a fair share of the equipment requirements for the development of the international airport at Maiquetia.

From the point of view of investment the local market may seem small. The new emphasis on export-oriented industries is, however, encouraging. Although Venezuela has not yet joined the Andean Regional Economic Pact her relations with the member countries (Colombia, Peru, Ecuador, Bolivia and Chile) are becoming closer, and many new industries being formed will take the region into account as providing the basic market. It is therefore worth considering taking out equity in local companies with a view to expansion of trade during the 70's thus obtaining protection for the wide range of goods which a new company may require to import.

Two-way exporting

This article has naturally concentrated on the prospects for the British exporter. It should not, however, be forgotten that Venezuela itself is interested in exporting. As indicated above, the Venezuelan Government's commercial policy is directed towards stimulating exports and to this end an Institute of Foreign Trade has been set up within the Ministry of Foreign Affairs. Apart from the new industries with export potential which are under study, and the planned improvement of livestock with a view to export of meat, the country's traditional exports include rice, coffee, sugar, shrimps and prawns, and white fish. As well as providing an increasing market for these exports in the United Kingdom our export houses can help to find third country markets. Initiatives of this kind can only help to increase the friendly relations between the two countries and improve the prospects of our own exporters. Moreover, in so far as some of these exports from Venezuela could provide air cargo, they could lead to the creation of a direct airfreight service, thus improving the competitiveness of deliveries of our own exports with those from Europe and North America. The Anglo-Venezuelan Commercial Association, Edificio Blandin, Plaza Chacaito, Caracas (Secretary Mr. T. Gale) have a committee considering how Venezuelan exports can be assisted.

A new period of expansion

To sum up, the Venezuelan market is poised for a new period of expansion. Venezuela's financial resources are large and solidly based. The freedom of trade and absence of restrictions on foreign exchange movements are conducive to easy if highly competitive trading. Our knowledge of the market is increasing rapidly, as can be seen from the mass of material contained in the report of the BNEC high level mission to Venezuela in July 1970 (published, November, 1970). The leader of that mission, Mr. J. Peter Ford expressed his confidence that British exports to Venezuela would be doubled in a period of three years from the 1969 figure of nearly £32 million. There seems no reason why such a level of trade should not be obtainable.

Industrial Adviser appointments

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has approved the appointment of Mr. D. W. Hardy as Co-ordinator of the Industrial Advisers with the Department of Trade and Industry. The Secretary of State has also appointed Mr. K. J. Griffin as an additional Industrial Adviser.

Note:

Industrial Advisers were first brought into Government in 1964 in order that Departments should have the benefit of up-to-date and independent experience and advice in the formation of industrial policy. They are available to provide advice from within the Department across the whole range of its responsibilities. (They should not be confused with the team of businessmen centred in the Civil Service Department who concentrate more on problems of civil service organization and management.)

The Industrial Advisers are usually men with Board experience on two year secondment from their firms. Although assigned to individual areas of work they operate very much as a team, each drawing from the others experience of the different fields of industry and of the various aspects of management expertise.

In addition to general advice on policy they are available for consultation on particular problems, for participation in projects, and for membership of committees and working parties. They also provide advice for other Departments and are members of EDCs.

The following is a list of the Industrial Advisers with the Department:

	Previous Appointment
D. W. Hardy (Co-ordinator)	Vice-President, Finance and Administration, American Leaf Organization, Imperial Tobacco Group Limited.
A. C. Buck,	Director, Reckitt & Colman Ltd., Household Division.
D. J. Liston	General manager, Plastics Group, Metal Box Ltd., and managing director, Shorko-Metal Box Ltd.
B. R. T. Aitken	Company secretary, British Sidac Ltd.
K. J. Griffin	Area secretary, Cardiff Area, Electrical Electronics and Telecommunications Union, Plumbing Trades Union.

Mr. Noble calls for more co-operative advertising overseas

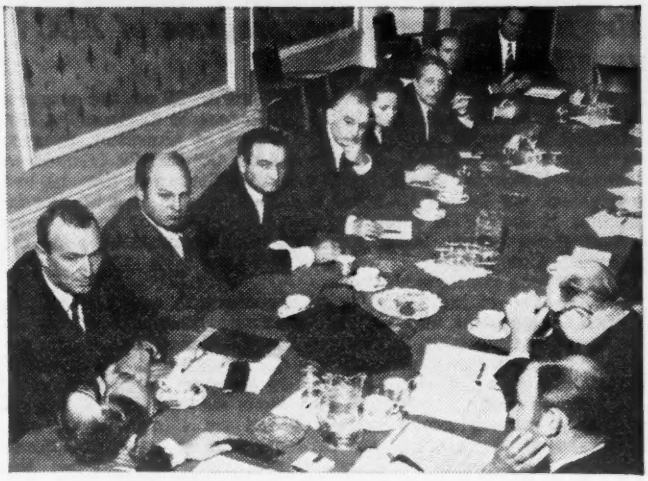
SPEAKING TO the Overseas Press and Media Association in London on November 24 Mr. Michael Noble, Minister for Trade, said that 'as overseas advertising goes hand in hand with export promotion I have been somewhat surprised – and indeed not a little disappointed – that some of the major advertising conferences and symposia held in the United Kingdom pay scant attention to methods of making an impact in overseas markets and devote little time to this vital subject.

'May I offer you an example of what might be discussed. While it is encouraging to note that there has been an improvement in the advertising performance abroad by individual British exporters, how much attention has been paid to the question of co-operative advertising? – and I am not referring to the scheme organized by my department. What I have in mind is the co-operative or collective overseas advertising for product and service groups in the United Kingdom.

'I would very much like British manufacturers and their advertising advisors to consider if they are not missing a bet in this direction. To capitalize on their current export activities, would not long-term co-operative advertising campaigns, say for textiles, fashions, biscuits, Scotch whisky, etc., make an effective reminder of what these exporters have to offer? Such a presentation enhances the image of the manufacturers and keeps their products constantly before the eyes of the buying public. If other highly industrialized countries find this formula to be successful why are British firms so reluctant to exploit this sophisticated form of marketing?

'Of course they have to consider the expense but I would suggest that they relate this to their export operations and their home and overseas advertising budgets when they determine marketing priorities. And with the costs shared I am certain the expenditure would be reasonable. To those who might say that a British firm would not wish to promote publicity for a product which, at the same time, is produced by the competitor, I would argue that what is good for an individual firm is good for the industry in the long run. This juxtaposition does not prevent imaginative companies operating with their competitors in other export fields.'

YUGOSLAV PLASTICS TEAM VISITS UK



A team from the Yugoslav plastics industry visited the United Kingdom from November 8 to 18 for a study of British plastics machinery organized by the British Plastics Federation. This picture shows members of the team and of the British Plastics Federation. On the right are Dr. Hamblin (wearing spectacles) director of the BPF and Mr. M. J. B. Cloote, also of the Federation. In the left foreground are (back to camera) Mr. R. E. G. Windsor, chairman of the Federation's Engineer's Group and, facing him, Mr. Benjamin Levi, chairman of the mission and development director of Hemijski Kombinat, Belgrade.

Mr. Anthony Grant to visit Scotland

MR. ANTHONY GRANT, Parliamentary Under-Secretary of State for Trade, will visit Scotland on December 7 and 8. Mr. Grant is the Minister responsible (under the Minister for Trade) for export promotion and (under the Minister for Industry) for regional policy.

This is one of a series of visits which Mr. Grant is making to each region to meet representatives of industry, trade and commerce. He will be accompanied by Mr. Philip Homan, Regional Director (Industry) and Mr. Vernon Kimber, Regional Director (Exports).

On December 7, after talking to the staff of the DTI Office for Scotland in Glasgow, the Minister will tour the new whisky complex of International Distillers and Vintners Ltd., at Blythswood and formally open their new plant. In the afternoon Mr. Grant will visit the Rawlplug Co. Ltd., at Thornliebank and make a courtesy call on the Lord Provost of Glasgow. The Minister will be dining privately with Mr. Robin MacLellan, president of the Glasgow Chamber of Commerce.

On December 8, after meeting the Provost of Clydebank, Mr. Grant will visit John Brown Engineering at Clydebank and attend a luncheon with the Scottish Export Committee.

Investment grants: annual report— £587 million paid to industry in 1970/71

A TOTAL of nearly £587 million was paid to British industry in investment grants during the financial year 1969/70. This figure was published on November 24 in the fourth annual report on the administration of the investment grants scheme ('Investment Grants – Annual Report by the Minister of Technology under the Industrial Development Act 1966 – April 1, 1969-March 31, 1970,' Her Majesty's Stationery Office (price 2s. 0d.), by the Department of Trade and Industry, as the successor to the Ministry of Technology. In the previous financial year, 1968-69, the total grant paid was £475 million.

Of the total of £587 million in the year under review, Scotland received £74.3 million. Wales £41.6 million and England £400 million. The balance of £7 million went to ships and hovercraft.

The investment grants scheme was introduced under the Industrial Development Act, 1966. Its scope covers new plant and machinery in certain qualifying industries, computers, ships, hovercraft and mining works. The qualifying industries are in general manufacturing and construction and civil engineering and in 1969-70 they received plant and machinery grants worth £443 million.

Grants towards the cost of computers totalled £36 million in the same period, and £24 million was paid on plant and machinery used for the extraction of minerals. A total of £13 million was paid on mining works, £11 million of which was accounted for by operations on the Continental Shelf, primarily for North Sea drilling.

The grants paid in 1969-70 were related to expenditure incurred in all the years since the inception of the scheme in January 1966. Between April 1, 1967, when payments were first made, and March 31, 1970, a total of £1,377 million was paid out in grants. Under the 1966 Act the national rate of grant was set at 20 per cent of approved capital expenditure and at 40 per cent for machinery or plant, including certain computers, and mining works provided for use in the development areas. These rates were temporarily increased to 25 per cent and 45 per cent for eligible expenditure incurred in 1967 and 1968.

The five Investment Grant offices dealt with a total of 132,866 applications for grants in 1969-70.

Note

Responsibility for the administration of the investment grants scheme was transferred in October 1969 from the Board of Trade to the Ministry of Technology and is now vested in the Department of Trade and Industry. The White Paper on Investment Incentive (Command 4516) which was presented to Parliament on October 27 announced the Government's intention to replace investment grants with tax allowances and reductions and that it would be the Government's policy not to pay investment grant in respect of expenditure incurred on or after October 27, 1970, unless the Secretary of State for Trade and Industry is satisfied that such expenditure consists of a sum payable to another person under a contract made with him on or before October 26, 1970. Firms intending to apply for investment grant under these arrangements have been asked to send to the Department particulars of their contracts for registration not later than February 28, 1971.

Mr. Rippon reports on progress of EEC negotiations

IN A STATEMENT to Parliament on November 25 on the progress of the negotiations with the European Economic Community, Mr. Geoffrey Rippon, Chancellor of the Duchy of Lancaster, referred to his previous statement in the House on October 29 (*Trade and Industry*, November 4, page 116) and said that since then he had represented the United Kingdom for the first time at a Ministerial meeting of the EFTA Council. He reported that the council welcomed the progress being made in the negotiations with the European Communities.

Mr. Rippon continued:

'I have also visited Paris for discussions with members of the French Government, and have had meetings with the New Zealand Deputy Prime Minister, the Norwegian Minister of Commerce, the Pakistan Minister of Commerce and the Governor of Hong Kong.

'Two meetings have taken place at the Deputies' level in Brussels.

'Their proceedings included discussions on the British request that tariff quotas might be established on a number of raw materials of importance to British industry, on transitional measures, on certain Commonwealth problems and on the European Investment Bank.

'The Community transmitted to our Conference of Seven the Commission's observations on the factual papers earlier submitted by the British delegation on Community finance and on sugar; and the British delegation submitted proposals to deal with the problems of New Zealand's exports of dairy products and exports of sugar by members of the Commonwealth Sugar Agreement.

'Since my last statement, our fellow applicants for membership, the Irish Republic, Denmark and Norway, have had further meetings with the Community. The remaining five members of EFTA, and the associate member Finland, have also opened discussions with the Community: Sweden, Switzerland and Austria on November 10, Portugal, Iceland and Finland on November 25. Things are thus moving forward on a broad front.

'The next stage will have to be a detailed discussion of what we see as the three main questions which require to be dealt with in the negotiations: New Zealand dairy products, sugar from developing Commonwealth countries, and the British contribution to Community finance.

'Members will, however, have read press reports concerning both the Commission's comments on the British factual paper on Community financing, which has, as I say, been communicated to us, and a more recent major report by the Commission, not yet communicated to us, dealing generally with the transitional mechanisms of enlargement in which are included the three main questions I have just mentioned.

'We welcome the fact that in pursuit of our common desire to make progress in the negotiations the Community is formulating ideas for the settlement of all the major problems.

'No position has yet been taken by the Community on the major report by the Commission to which I have just referred. We are confident that in considering problems with which the report deals, the Community Council of Ministers will take into account not only the Commission's thoughts on the subject but also our own.

'There is one important point on Community finance which is, perhaps, worth making now. For a variety of reasons Community expenditure on agriculture would hardly increase as a result of the accession of the four present applicants.

'Thus the present members of the Community should benefit substantially, in terms of reductions in their own contributions, from whatever contribution we eventually might make to the Community budget.

'Agricultural exporters to the Community would also, of course, benefit, over the transitional period and beyond, from increased agricultural exports to the British market.

'We must of course bear in mind that the figures put forward by the Commission represent a stage in negotiation. It remains to be seen whether the Commission in its proposals has taken all the relevant factors into account.

'We seek a fair and sound basis for the enlargement of the Community. In that spirit we are now considering the extremely important and difficult question of the British contribution to the finances of the Community.

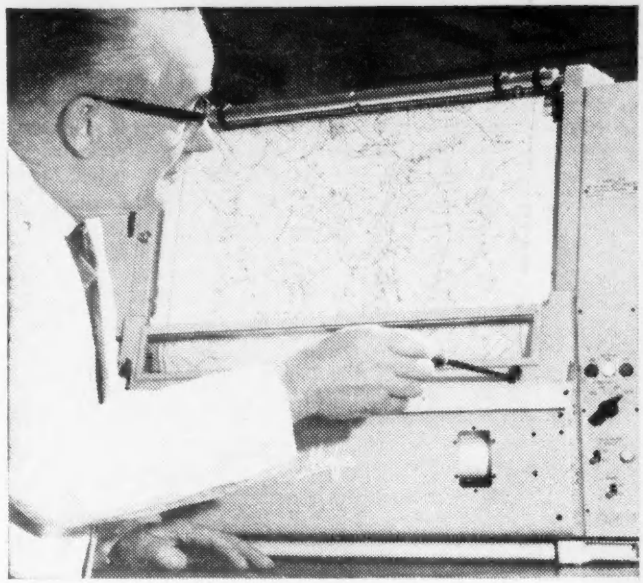
'This is crucial to the present negotiation; and I very much hope that the Community will await the proposals which we intend to put forward on this point in the near future before themselves endorsing or adopting any position as their own.

'The House may wish me to add a few words on two related subjects, which are not involved in the actual negotiations. Following the report to the Government of the Six by their Foreign Ministers on new means of political consultation between them, we have been invited to take part in a meeting in Brussels on December 2 with the Six and the other candidates to discuss co-ordination of foreign policy in certain fields.

'We have gladly accepted this invitation. Her Majesty's Government will be represented by my rt. hon Friend the Foreign and Commonwealth Secretary.

'On the important question of economic and monetary union the Six have not yet determined their own attitude to the proposals in the Werner report. The policy of the Government remains the same as that of its predecessor. Nothing but good can be gained within an enlarged Community from much closer co-operation in financial matters.'

(Discussion following Mr. Rippon's statement is given in *Hansard* of November 25, cols. 430-442).



Inspection and adjustment phases were telescoped to cut delivery time by 75 per cent to meet the urgent request for this Muirhead Weather Facsimile System to help set up an advance warning network for the City of Venice. Complete weather-charts can be received by radio or landline and reproduced line by line on Muirhead facsimile recorders in a few minutes.

Southern Electricity Consultative Council appointments

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has authorized the appointment of the following as members of the Southern Electricity Consultative Council: Councillor Mrs. E. M. Rogers of Shanklin; Councillor D. H. J. Bonner of Ashford (Middlesex); Alderman B. A. Greenwood of Poole; Alderman V. E. J. Neal of Gosport; Councillor L. F. Redding of Hayes, and Mr. D. E. Laws of Bournemouth.

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Department of Trade and Industry's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80).

Young Exporter Award

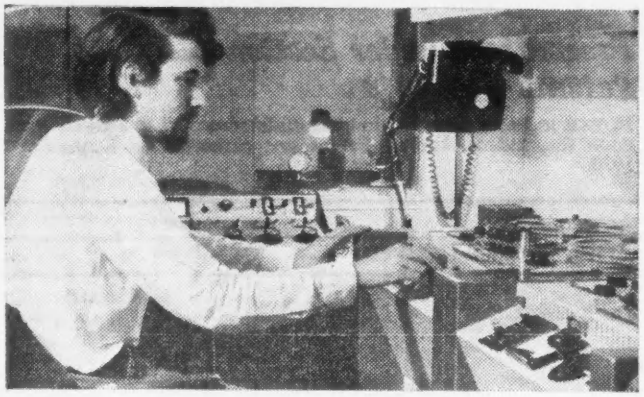
THE NATIONAL Westminster Bank have announced that their Young Exporter Award scheme, designed to recognize outstanding achievements in industry and the export market, is to be offered again this year.

The scheme, which has been running for the last three years, sets out to discover exceptional export achievements by both individuals and the leader of a selling team in the tough export markets of the world.

Entries will be judged by a panel of experts representing the British National Export Council, The Institute of Export, The Confederation of British Industry, The Times and National Westminster Bank.

The scheme is split into two sections, one for individuals, and one for the leader of a team effort. Each section carries a first and second prize of £1,000 and £500 respectively, and there are 10 consolation prizes of £50.

Entry forms can be obtained from any of the 3,600 branches of the bank, or from the Communications Department at 22 Old Broad Street, London, E.C.2. Entries, which are not restricted to customers of the bank, close on February 1, 1971.



The use of satellite communication links has helped to speed sound news round the world and sharpened the need for efficient sound handling by news agencies. One international news agency (UPI) and one United States owned agency (Westinghouse) in Fleet Street have chosen Leevers-Rich, London-made tape recording equipment for master recording and editing sound news from Europe, Africa, the Middle and Far East. The equipment is also used in feeding this sound news in whole or in edited form to radio and television stations in the United Kingdom and abroad. Picture shows an engineer in Westinghouse Broadcasting's Fleet Street office feeding European and Far East sound news to the company's radio stations in the United States.

Import deposits: lapse of charge

HM CUSTOMS and Excise announce that import deposit will cease to be chargeable on goods entered with the Customs on or after December 5 1970.

Deposits paid on goods entered before December 5 will be retained for 180 days from the date of payment unless there is an entitlement to earlier repayment under the scheme.

Any conditions under which relief or deferment of an import deposit has already been granted will still have to be observed after December 5. This could apply to chargeable goods entered before that date which were relieved of import deposit by way of remission or repayment (e.g. temporarily imported goods). It would also affect cases where import deposit has been deferred (e.g., goods allowed to be warehoused as wholly or mainly for export).

If the conditions are not met the Customs will normally require the payment of the import deposit originally due.

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by December 16, 1970.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.31	1, 2-Di-(*N'*-methoxycarbonylthioureido) benzene	1, 2-Bis-(3-methoxycarbonyl - 2 - thioureido) benzene	December 31, 1971	13534
29.35	2 - Amino - 6 - methylbenzothiazole	As in previous column	December 31, 1971	13541
	4 - Cyclododecyl - 2, 6 - dimethylmorpholinium acetate	N - Cyclododecyl - 2, 6 - dimethylmorpholinacetate	December 31,	13536

Manchester firm expands in Londonderry

THE LONDONDERRY factory of Thomas French & Sons, Manchester-based manufacturers of Rufflette curtain tape, is carrying a substantial expansion programme well in advance of the company's most optimistic plans for the project.

A 30,000 sq. ft. extension to the plant, which began production only two years ago, will mean 80 new jobs, some 70 of them for men, and will also represent an increase of about 200 per cent in the factory's output when full production targets are reached.

The company, whose products are sold in over 80 countries, intends manufacturing a further 12 different curtain styling tapes at Londonderry in the initial period of the expansion programme. This will necessitate the installation of many new high speed machines, some of which have been developed by the company's engineering division at Manchester to cope with the changing demands for curtain hanging styles.

Assembly of the split die unit in the core carrying plate of a 12 impression hot runner injection mould at the Birmingham factory of BIP Tools Ltd. (Turner & Newall Ltd.) Three of these tools have been manufactured by BIP for J. & P. Coats Ltd., who will be using them to mould polystyrene spools in their Canadian factory.

West German firm expands its Northern Ireland factory

THE WEST GERMAN-BASED firm Stubbe (N.I.) Ltd., now part of the group controlled by Demag AG of Duisburg, is substantially developing operations in its factory at Portadown, Co. Armagh.

At present 140 people are employed in the factory producing injection moulding machines for the home and overseas plastics processing industries. A production increase of between 20 and 30 per cent in the current range of machinery is planned, in addition to the introduction of larger machines up to 12 tons in weight.

This expansion will about double the size of the original project with over 100 new jobs, some 90 per cent of them for men, it was announced on November 2 by Mr. Roy Bradford, Minister of Commerce, who visited the parent plant during his recent promotion tour in Western Europe. The labour force will rise to 250 during the next two and a half years in a 47,500 sq. ft. expansion of the project which began production just three years ago in a 30,000 sq. ft. Government advance factory.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act 1949, the following patents were endorsed 'Licences of right' on the dates specified.

Number	Grantee	Subject-Matter
	November 10, 1970	
1,053,318	Teledictor Ltd., of Groveland Road	A method of producing formers for the winding of electrical coils
1,117,680	International Standard Electric Corporation	Circuit arrangement to chop dc voltage
1,130,647	International Standard Electric Corporation	A telephone exchange with an arrangement for automatic fee announcement in direct distance dialling
1,131,245	International Standard Electric Corporation	High frequency synchrodyne signal receivers
1,136,451	Internatilnal Standard Electric Corporation	High frequency synchrodyne signal receiver
1,146,280	International Standard Electric Corporation	Synchrodyne receivers
1,146,865	International Standard Electric Corporation	Synchrodyne receivers
819,146	Standard Telephones and Cables Ltd.	Acoustic impedance devices
838,847	Standard Telephones and Cables Ltd.	Radio beacon receiver
1,024,242	Standard Telephones and Cables Ltd.	Radio navigation system
1,024,289	Standard Telephones and Cables Ltd.	Semiconductor devices
1,059,438	Standard Telephones and Cables Ltd.	Method of manufacturing an insulated electrical conductor
1,063,809	Standard Telephones and Cables Ltd.	Bi-directional control circuit
1,065,540	Standard Telephlnes and Cables Ltd.	Circuit arrangement for dial pulses receiving facilities in a telephone exchange system
1,070,167	Standard Telephones and Cables Ltd.	Resonant transfer circuits and filters therefore

Any person who claims that the patentee at the time of endorsement of any of the above Patents was precluded by a contract in which claimant is interested from granting licenses under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

Proceedings under Section 36 of the Patents Act, 1949

NOTICE IS HEREBY GIVEN that the endorsement 'Licences of Right' upon the undermentioned Patent was cancelled on November 5, 1970.

Number	Grantee	Subject-Matter
867,274	Robert Emile Justin Casson	Injection instruments

The Patents Office

E. ARMITAGE,
Comptroller

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Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

FRIDAY, NOVEMBER 20

Recovery of minerals from sea-water

A Member asked what support the Department of Trade and Industry was giving to studies directed towards the economic recovery of minerals from sea-water especially as a by-product of freshwater production. 'None at present,' answered Mr. Nicholas Ridley, Parliamentary Under-Secretary of State for Industry. 'Experimental work by the Atomic Energy Authority on extraction of uranium from sea-water (referred to in paragraph 192 of the Authority's Annual Report for 1969/70) has now been terminated. Some other minerals are already extracted from sea-water by commercial processes.'

Discharge of effluents

A Member who asked if a general direction would be given to the British Steel Corporation not to discharge toxic waste into rivers, was told by Mr. Ridley that the Corporation was bound by the existing statutory controls on the discharge of effluents.

Export documentation

Mr. John Davies, Secretary of State for Trade and Industry, was asked if, in his consultations with interested parties concerning the pre-lodging of export documentation, he would take account of the risk of an increase in congestion at the docks. He answered: 'As I informed the House, we propose to consult the parties concerned precisely to minimize these difficulties consistent with the crucial objective of obtaining accurate figures.'

United States textile imports

Answering a request for an estimate of the effect of the forthcoming trade legislation in the United States of America on low-cost imports of hosiery and knitwear goods into this country, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, said it was not possible to estimate the effect upon our imports of new restrictions which the United States might place on imports of textile products. He was aware that any new import restrictions in the United States might result in additional supplies being offered to the British market.

Programmes Analysis Unit, Harwell

The following information was given by Mr. Ridley when asked to list the past and present studies undertaken by the Programmes Analysis Unit at Harwell.

Completed Studies

For Ministry of Technology

*Carbon fibres and other high strength materials Research and Market Survey
Marine Technology – Fishing
Marine Technology – Mining
† Marine Technology – Dredging
Cryogenics
† Fire Research Station
* Superconductivity
Aspects of the United Kingdom Space Programme
Drawing Measuring Machines
Cranes
† Educational Technology – Computers
* Hydrostatic Extrusion
Industrial Aerodynamics
Warren Spring Mineral Processing Group
Computer Demand Survey
† Air Pollution Costs and Research
In-Process Gauging
Mintech Computer Installation
*† Nuclear Ships
T.V. Market Forecast
Hovercraft and Hydrofoils
Preforming of Metals (Interim report)
Survey of Computer Services
Computer Demand Survey – Europe
Cosmetic Dentistry
Garment Making Machinery

For the United Kingdom Atomic Energy Authority

* Desalination
High Temperature Corrosion
Nuclear Research
Metal Working Fluids for Power
Magnetic Materials (ferrites)
Ceramic Heat Exchanger Material
Graphite Electrodes
Siltation Studies
Industrial Application of Radiation Chemistry:
(a) Paint curing
(b) Food sterilization
(c) Radiation induced chemical reaction
Ground and River Waters
Ceramic Tipped Tools
Electrohydraulic Crushing
High Temperature Fuel Cells
Industrial Physics (Isotope)
Ion Implantation
Internal Combustion Steam Turbine
Non-Destructive Testing Centre
Glow Discharge Heating
Heat Pumps
Condensers/non-condensibles
Low Power Energy Sources
Welding Machine
Neutron Source Reactor
† Advanced Transport Systems

Current Studies

For Department of Trade and Industry

Electro-heat Processes
Pattern Cognition and Recognition
Costs of Defective Materials
Benefit of Computers in R & D
‡ Fuel Cells and Secondary Batteries
Diffraction Gratings
Surface Finishing
‡ Carbon Fibres Research – Review
Future Demand for Machine Tools
Joint Fire Research
Organization – Capital Facility
Basic Research – X-rays
Torry Research Ship (fish processing)
Industrial Aerodynamics – review of needs
‡ Hydrostatic Extrusion – reappraisal

For the United Kingdom Atomic Energy Authority

Applied Nuclear Research
Analytical R & D Unit
Basic Nuclear Research Review
Desalination Review
Tribology
High Temperature Chemical Technology Review
Ion Implantation Review
Power Fluidics
Water Renovation
Ceramics – Technological Forecast

* Study commissioned jontly by Ministry of Technology and the UKAEA and or by agreement reported to UKAEA in addition to Ministry

† Many studies involve collaboration with various Government Departments. Items marked † were specifically reported additionally (through Ministry of Technology) to other Government Departments/Agencies

‡ Study commissioned jointly by Department of Trade and Industry and the United Kingdom Atomic Energy Authority in addition to the Department

Undersea pipelines

Mr. Ridley was asked if legislation would be introduced providing for the regular inspection of undersea pipelines. He replied that the need for legislation did not arise. The operators of undersea pipelines carried out regular patrols, surveys and inspections, the results of which were made available to DTI Inspectors.

MONDAY, NOVEMBER 23

Wool textile exports

Mr. Grant was asked what was the average earnings in exports of the wool textile industry, and replied that over the last five years, exports had averaged £148 million.

Textile mill closures

Asked what plans he had to prevent further mill closures in the textile industry Mr. Ridley said that the industry recognized the inevitability of further closures. The extent and timing of these would depend largely on the industry's own efforts to improve its productivity and efficiency.

Labelling of cigarette packets

A Member asked whether regulations would be issued under the Trade Descriptions Act requiring cigarette packets to carry information of the tar content or other harmful ingredients of cigarettes. 'I will certainly consider, with my right hon. Friend the Secretary of State for Social Services, whether it would be appropriate and helpful to proceed in this way,' replied Mr. Ridley.

Small firms in the EEC

Answering questions about the study of small firms in the EEC Mr. Noble, Minister for Trade, said it would not be practicable for any one country, whether inside or outside the Community, to undertake such a study, but the Department was watching closely the development of the Community's industrial and other policies.

Investment grants

Mr. Grant was asked whether investment grants had been made available to those companies which have discovered oil off the north-east coast of Scotland; and what representations he had received on the matter. He replied that on expenditure incurred before October 27, 1970 such companies would be eligible for investment grant within the terms of the Industrial Development Act 1966. It was not the practice to disclose whether grant had been made to particular companies or what representations had been made.

A further question concerned the amount of investment grants to shipowners authorized but not yet paid. Mr. Grant answered that there were none. Applications for investment grant were considered and grant paid after the relevant expenditure had been incurred. There was no prior authorization.

Asked what research had been carried out into the incentive value of tax allowances instead of cash grants for investment in new plant and machinery, Mr. Grant said: 'We have taken into account the research set in hand by the previous Government.'

(*Continued on next page*)

PARLIAMENTARY ANSWERS,

Coal stocks

Sir John Eden, Minister for Industry, answering questions on the present availability of coal stocks, referred Members to the Secretary of State's speech during the Coal Debate on October 29. 'I am giving the matter my urgent further consideration in view of the unofficial strikes which have taken place since then,' he added.

Sir John was also asked whether he would introduce legislation, either in the forthcoming Coal Industry Bill or during the course of this Parliament, to improve the basis of compensation for the victims of mining subsidence, particularly in respect of consequential loss. He replied that approved compensation would have repercussions in other fields where development gave rise to consequential losses and there was, therefore, no prospect of early legislation.

Safety on oil rigs

A Member asked what steps had been taken to ensure the safety of men working on the oil rigs in the North Sea during the coming winter; Mr. Ridley said that each licensee was required at all times to conform to prescribed safety standards, including observance of a Code of Safe Practice and the technical staff of the DTI carried out regular inspections. These arrangements were regularly reviewed and reflected all current operational experience.

Industrial development

Questions were answered on industrial development in Wales, the Northern Area, Wigan and Dorset.

TUESDAY, NOVEMBER 24

Queen's Award to Industry

Mr. Edward Heath, the Prime Minister, was asked whether he would advise that exporters other than manufacturers should be eligible for the Queen's Award. 'Yes, Sir,' replied the Prime Minister, 'From this year onward merchants and those responsible for invisible exports will be eligible.'

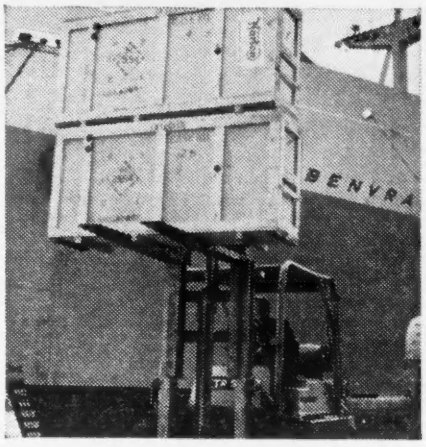
Area electricity boards

Mr. Ridley was asked if he was satisfied that sufficient information was given on the capital side of the accounts published by the area electricity boards, and that they gave an adequate picture of the total capital employed in contracting and appliance sales and if he was satisfied that the figures of return on capital in respect of contracting and appliance sales published by the area electricity boards took adequate account of the capital investment in buildings and showroom space used for these operations. He replied: 'The figures at present published exclude the capital value of buildings and showrooms, but treat as a cost the rents on leased premises, and notional rents on premises owned by the area electricity boards. Nor do they show up to date valuations of the capital employed. I am considering whether this treatment is adequate.'

Area gas boards

Mr. Ridley was asked to introduce legislation to enable area boards and area gas consultative councils to provide compensation to consumers, the performance of whose heating systems had been adversely affected by conversion to natural gas. He answered: 'No. As in any other case involving claims against them, this is a matter for the Area Boards and no new legislation is required to enable them to pay compensation where a claim is accepted or, if the matter cannot be resolved by negotiation, is the subject of a court award.'

BRITISH MOTORCYCLES WILL ESCORT COMMONWEALTH PRIME MINISTERS



Part of a consignment of 40 Norton Interpol motorcycles being shipped to Singapore. The machines will make their first appearance on VIP escort duty during the conference of Prime Ministers in December. Norton Villiers Ltd. say that exports of Norton Interpol include orders from Australia, Belgium, France, Canada, Yugoslavia, Swaziland and Bahrein. The Interpol, introduced only this year, has already earned £25,000 overseas currency.

Mintech expenditure in Wales

Answering a question on the total expenditure of the Ministry of Technology between 1966 and 1970; and what proportion of this was spent in Wales, Mr. Ridley said the gross voted expenditure between March 31, 1967 and April 1, 1970 on services for which the Ministry of Technology was responsible at its dissolution was £4,180 million, of which approximately 5 per cent was spent in Wales. Comparable figures for 1966/67 were not available.

EEC tariffs

A Member asked whether the United Kingdom intended to apply for a nil tariff from the European Economic Community for petroleum products, casein, acetylene black, bars and rods of nickel copper alloy, sulphur, cobalt oxide, calcium carbide, East India kips, heavy jute goods, hand knotted carpets, coir mats and matting, tea and sports goods, including cricket bats, and tropical hardwoods. Mr. Noble answered: 'No, except for tea the duty on which has been suspended by the European Economic Community since 1963.'

Local Employment Acts

Sir John Eden was asked to publish figures of expenditure under the Local Employment Acts over the last 10 years divided into their various main elements. He gave the following information:

Sir John was also asked by what year he estimated that expenditure under the Local Employment Acts would have built up to an additional £25 million; and how it would then be divided into their various main elements. He replied that this additional expenditure was expected to build up to about £25 million a year by 1974-5. Its detailed composition would depend on the response of industry and local authorities to the increases in assistance under the Local Employment Acts.

WEDNESDAY, NOVEMBER 25

EEC import tariffs

Mr. Noble was asked why the United Kingdom was not asking for a nil tariff on aluminium imports into the United Kingdom and for nil tariffs on plywood, phosphorus and aluminium oxide in the event of the United Kingdom joining the European Economic Community when it was not thought necessary to ask for this in 1962. He answered: 'We are seeking appropriate solutions within the framework of existing Community practice to the difficulties which might arise for British industry if the Common External Tariff were applied without mitigation to certain basic materials, of which most of our requirements currently bear no import duty. Our industrial interests have changed in various ways since 1962.'

Nuclear power station

Referring to the refusal of planning consent for a nuclear power station at Stourport-on-Severn, alongside existing A and B coal-fired stations, thus removing risks of radio-active materials polluting the River Severn, a Member asked Mr. Ridley if he would now state his policy on the siting of nuclear-power stations on inland waterways. Mr. Ridley said it was for the Generating Board to propose sites and each application was considered on its merits. Any possible contamination of a waterway would be taken into account.

Industrial development

Sir John Eden answered questions on industrial development in Wales.

THURSDAY, NOVEMBER 26

Coal prices

Mr. Ridley was asked whether, in the negotiations for Great Britain's entry into the European Economic Community he would seek to ensure that it would remain possible to supply coal to industry at uneconomic and subsidized prices, as a part of his general policy of reducing prices. Mr. Ridley said that the price at which coal was supplied to industry would remain a matter for the National Coal Board on entry into the European Community, and the Board would be required to avoid discrimination much as they were now.

Industrial development

Sir John Eden answered questions on industrial development in Wales and in the Mexborough and Wombwell area.

Annual expenditure under the Local Employment Acts 1960-70

Financial Years	Factory Building	Under Section 4 of the 1960 Act Loans	Grants	Building Grants	Plant and Machinery Grants (‡)	Total
	£'000	(£'000)	(£'000)	(£'000)	(£'000)	(£'000)
1960-61	6,995	4,604†	30	126	—	11,755
1961-62	10,959	20,145†	696	1,016	—	32,816
1962-63	7,056	12,628 †	2,487	1,724	—	23,895
1963-64	6,316	7,842†	1,362	1,370	22	16,552
1964-65	5,983	14,076†	1,077	5,353	797	27,286
1965-66	7,603	8,980	320	9,666	2,548	29,117
1966-67	12,078	13,387	770	12,635	4,419	43,289
1967-68	12,642	8,458	787	16,655	5,177	43,719
1968-69	13,002	17,683	1,176	17,553	1,327	50,741
1969-70	15,882	18,512	1,073	21,477	1,608	58,551

† Includes some payments arising out of offers made under the Distribution of Industry Acts
‡ Replaced by Investment Grants under the Industrial Development Act 1966

Parliamentary Answers on aviation and shipping

FRIDAY, NOVEMBER 20

Aircraft noise

Answering a question on proposals to improve on existing measures to protect inhabitants of the area around Heathrow Airport from excessive noise, Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade, said: 'I regret that as with my predecessors I cannot conceive of any practicable improvements which would reduce disturbance in the shorter term. In the longer term the advent of the quieter aircraft required by recent legislation should progressively improve the situation and it may be that research into approach techniques will also bear fruit.'

MONDAY, NOVEMBER 23

Collisions in English Channel

Mr. Grant was asked what discussions had taken place concerning the danger of collision in the English Channel and the need for a new rule of the road for ships using that seaway. He replied that by international agreement traffic separation schemes had been introduced in the Dover Strait, off the Lizard and the Scilly Isles. Mr. Grant went on: 'In the light of recent events we shall be discussing shortly with the interests concerned whether we should recommend to other Governments further traffic separation schemes in the English Channel. Discussions are also taking place in the Inter-Governmental Maritime Consultative Organization in preparation for a Conference to revise the general collision regulations.'

Helicopters for air/sea rescue

Referring to the deaths which occurred off the east coast of Scotland on November 9, and the inability of the Royal Air Force to provide helicopter assistance, a Member asked if steps would be taken to improve air-sea rescue services, in particular by providing increased resources for better co-ordination of these services, and a direction as to who was responsible when an emergency occurs. Mr. Grant answered: 'I would refer my hon. Friend to my replies to the hon. Member for Blythe on October 30 and the hon. Member for Glasgow (Govan) on November 9. We are having discussions with the interested organizations about air-sea rescue services. I hope to be able to make a statement on the use of helicopters as soon as possible.'

Trawler safety

Mr. Michael Noble, Minister for Industry, was asked whether he was satisfied that Recommendation 7 of the Holland-Martin Report, On Trawler Safety, was being fully observed and how he proposed to implement it in the future. Mr. Noble answered that the DTI had already agreed in principle with the trawler industry how the Holland-Martin recommendations about radio communications, including Recommendation 7, should be implemented, and a working group with a wide representation of interests had been set up to produce detailed regulations.

Airport security

Answering a question on the number of persons apprehended as a result of security measures introduced at British airports since July 30, 1970; how many weapons had been detected; and what action had been taken against the culprits, Mr. Noble said that a wide range of articles which could be regarded as potential weapons had been detected and retained at the airports or carried on the aircraft in places inacessible to passengers. Figures available for major international airports showed that four persons had been arrested and charged with being in possession of offensive weapons.

Roskill Commission report

Mr. Noble was asked to give an assurance that the report of the Roskill Commission on the siting of the third London airport would be made public at the same time that it was presented to the Government. 'We intend that the Report should be made public as soon as possible after it is received, but time must be allowed for printing and publishing,' he answered.

TUESDAY, NOVEMBER 24

Cancellations of charter flights

Mr. Noble was asked how many charter flights had been cancelled at the intervention of his department in the years 1960-70. He said that in the past 12 months permission for 10 flights by foreign airlines had been refused under Article 73 of the Air Navigation Order 1970 on grounds of non-compliance with the conditions for group charter services, and one permit had ben revoked. In the same period 25 flights about which the Department had made inquiries were cancelled by United Kingdom airlines or the charterer. Comparable information for earlier periods were not available.

Civil Aviation Flying Unit

A Member who asked how many Ministers had used the Board of Trade aeroplane in the last five months; on which journeys was the aeroplane used; and what was the total cost to public funds, was told by Mr. Noble that the Civil Aviation Flying Unit comprises 13 aircraft primarily for operational safety purposes. In the five months up to November 20 21 Ministers had made use of these aircraft on 45 occasions at a total extra cost of £9,686. Details of the journeys were circulated in the Official Report.

Aircraft noise

A Member asked what penalties were imposed on the operators of the 2,300 jet aircraft which exceeded the permitted daytime noise levels at London Airport during the second quarter of 1970, and on the operators of the 50 jet aircraft which committed a similar offence at night. Mr. Noble answered that the rate of infringement of take-off noise limits at Heathrow was about 1.1 per cent in the second quarter of 1970. This rate was higher than average (below 1 per cent) and was caused by unusually difficult operating conditions, particularly the closure of one of the main runways during part of the time. Airlines were notified of every infringement and were required to investigate and explain any which exceed 2PNdB (lesser differences cannot be detected by ear). Airlines and their pilots did their best to observe the limits, and there had as yet been no case for employing the sanction of denying them the use of the airport.

Civil Aviation

The Civil Aviation (Declaratory Provisions) Bill was read for the Second Time. The debate is reported in *Hansard* Cols 236 to 366.

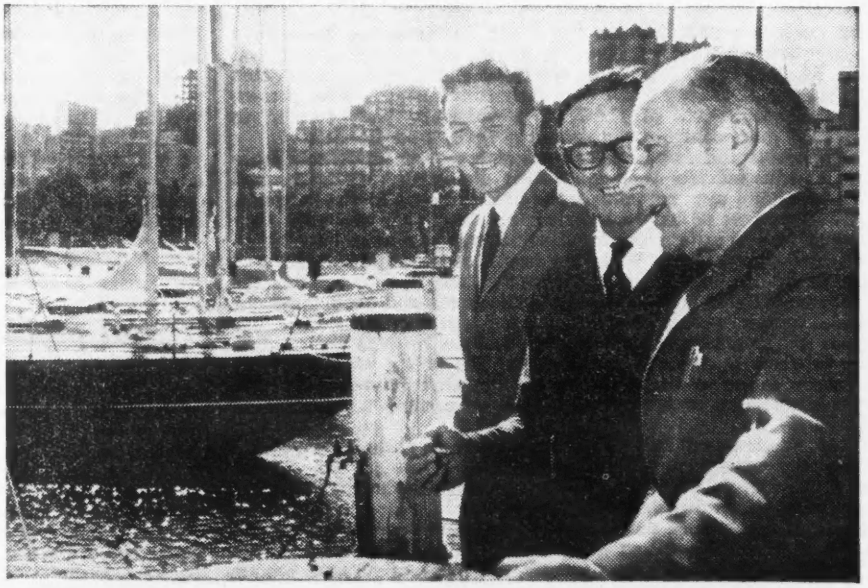
WEDNESDAY, NOVEMBER 25

Aircraft noise

Asked what steps he would take to reduce nuisance from aircraft noise in the centre of

(*Continued on next page*)

BRITISH BOATBUILDERS IN AUSTRALIA



Mr. Merv Davey, secretary of the Cruising Yacht Club of Australia (centre), points out some of the craft at the Rushcutter's Bay to visitors H. S. Lawrence (right) and Guy Dixon (left), leader and secretary of the British Boating Industry Trade Mission currently touring Australia. Members of the Cruising Yacht Club participate in the annual Sydney to Hobart Race—won last year by Mr. Edward Heath.

PARLIAMENTARY ANSWERS ON AVIATION AND SHIPPING, *continued*

London, Mr. Noble said aircraft noise disturbance in the centre of London came mainly from aircraft approaching to land at Heathrow. Their height was monitored to ensure they flew no lower than they needed, and the number of night flights in summer was restricted, but approaching aircraft were very much limited as to height and direction by operational requirements. In the longer term the progressive introduction of quieter aircraft would assist as would the successful outcome of research into approach techniques.

Holland-Martin Report

A Member asked how many meetings of the working group on the implementation of Recommendation 7 of the Holland-Martin Report had been held and on what dates; who were the members of the working group; and what interests they represented. Mr. Noble said it was hoped to have a first meeting of the Working Group early next year when a first draft of the detailed Rules should be ready for consideration. The membership of the Working Group was at present as follows:

Fishing Industry: The British Trawlers' Federation Ltd.; The Scottish Trawlers' Federation; Grimsby Seiners Association; Fisheries Organization Society; Scottish Inshore Fishing Industry.

Seafarers: Radio and Electronic Officers Union.

Marine Radio Manufacturers: International Marine Radio Co. Ltd.; Marconi International Marine Co. Ltd.; Kelvin Hughes; Redifon Ltd.

Government and other Official Bodies: Department of Trade and Industry; Ministry of Posts and Telecommunications; Post Office; Ministry of Agriculture, Fisheries and Food; Department of Agriculture and Fisheries for Scotland.

In addition it was hoped to include the Hull Trawler Officers' Guild and Grimsby Trawler Officers' Guild.

Traffic in the Channel

Mr. Noble was asked whether he had completed his consideration of the proposal of Trinity House and the Honourable Company of Master Mariners to alter the present direction of shipping traffic through the Dover Strait and the southern North Sea. Mr. Noble answered that the proposal put forward by Trinity House and the Honourable Company of Master Mariners was carefully considered by the Department in 1969. Although the Department was not prepared to support the scheme it did arrange for it to be examined by an expert navigation group of the Inter-governmental Maritime Consultative Organization. The scheme was considered by the Group to be unacceptable.

Touting at airports

A Member asked if steps would be taken to prevent bona fide visitors to this country from being solicited by touts as potential customers for abortion clinics when they passed through airports. Mr. Noble said: 'I understand that this practice is centred almost entirely on Heathrow and that the British Airports Authority who are responsible for policing are doing all they reasonably can to stop these reprehensible activities. The Authority's bye-laws in effect prohibit touting for any purpose, and 272 convictions for this class of offence have been recorded so far this year.'

Turnhouse Airport

Answering a question about plans for the improvement of facilities at Turnhouse Airport; and what estimate had been made of the total cost and completion date, Mr. Noble said: the British Airports Authority, in consultation with the Department of Trade and Industry and the Scottish Office, was pressing ahead with planning the development of Turnhouse. It was too early to forecast a completion date for the whole development. Subject to planning permission and the purchase of additional land, the earliest date by which the new runway could be completed was the summer of 1974. The estimated total cost of the new runway and terminal facilities was £8.4 million subject to an adjustment for rising costs since 1968.

Aviation and Shipping

Heathrow traffic equalized between two runways

MR. MICHAEL NOBLE, Minister for Trade, on November 24 received a deputation led by Mr. Anthony Royle, MP for Richmond, and Mr. Michael Barnes, MP for Brentford and Chiswick, to discuss the subject of aircraft noise over their constituencies. Also present were representatives of KACAN, a voluntary body formed to press for more control over aircraft noise in West London.

Mr. Noble said that noise from aircraft was an intractable problem and his officials were doing their utmost to vary routes and alleviate noise over communities around airports. In the long run, new aircraft would have quieter engines, but in the meantime they had to seek a pattern or routes which was as fair as possible to different communities. With the lengthened northern runway at Heathrow now in operation, the practice was now to equalize the amount of traffic between the two main north and south runways, while further consideration was being given to such variations from this as might strike the fairest balance between the conflicting interests of different communities. The policy was to operate as much to the west as possible, and aircraft continued to operate in this direction even while there was an easterly wind of up to 5 knots.

Mr. Royle urged that fuller information be given to the public about the runway usage at Heathrow, perhaps through radio broadcasts, so that people in surrounding communities might plan their days with this knowledge.

Mr. Barnes pressed the point that aircraft were manoeuvring too close to the runway, and hence too close to the ground. It was pointed out however that to move the point of aircraft joining the glide path further east would only shift the problem over the densely populated areas of Inner London.

The representatives of KACAN recognized the difficulties, but claimed that an emergency situation now existed which could only be prevented from deteriorating further by limiting the use of Heathrow before the physical saturation point had been reached in the interests of the surrounding population on the ground.

On the provision of automatic noise monitoring microphones it was reported that some difficulties had been experienced, but it was hoped to complete the installation during 1971. It was also thought the idea of lengthening the period of restriction on night jet flights at Heathrow, with some increase in the number of flights, might be worth examining. Other subjects considered included publication of forecasts of traffic estimates, and engine noise research.

'Social problems of VTOL aircraft'

THE 'FORMIDABLE social problems' of Vertical Take Off and Landing (VTOL) aircraft were discussed by Mr. Fred Corfield, Minister of Aviation Supply, speaking at the British Air Line Pilot's Association technical symposium on V/STOL in London on November 24. Mr. Corfield said that the most important social problem was noise.

He went on: 'The United Kingdom has signed an international agreement on maximum acceptable noise levels for future subsonic fixed-wing civil aircraft. The extension of rules of this sort to other aircraft is only a question of time. The standard of noise that might be accepted in current circumstances near existing airports could be less acceptable if suddenly imposed on people not used to it. So the noise standards for VTOL and STOL aircraft in a city centre may be more rigorous than existing limits. On the credit side there will be much smaller noise "footprint" of V/STOL aircraft. And V/STOL aircraft can expect to benefit from the general development of quieter engines. But before we commit the enor-

mous sums that the development of VTOL would require, we would need to be sure that noise could be restricted to the level that people will put up with.

'Questions of this sort remain academic if the system cannot be shown to be competitive. The case for VTOL rests on the convenience and saving in overall journey time it can offer the traveller. It will certainly be more expensive than by conventional short-haul aircraft.

'The questions that have to be answered are: how much time-saving will the system have to offer? How much will the passenger be prepared to pay for it? The market for VTOL aircraft depends on the answers. We cannot build an aircraft and find the answers that way: the costs are too great. We have to rely on paper studies, and they take time.

'VTOL is to some extent a natural development of STOL, and so we are looking at the possibilities of advanced STOL operations. These may be seen as an alternative to inter-city VTOL. Or as a means of improving airport congestion and noise problems. Or as a way of linking smaller provincial cities, avoiding central airports. But there is not always a saving in time to offset the higher operating costs.

'This is one of many STOL problems which are being studied by a group drawn from the manufacturing industry, BEA, BAA, representatives of my Department and their colleagues in the Department of Trade and Industry.

'I have dwelt on questions of cost and social acceptability because the Government is bound to look at them very carefully. I appreciate the challenge that V/STOL presents given the technological lead we possess. But the introduction of a new short-haul air transport system would be costly; a VTOL system would demand international co-operation of a very complex sort; and before we approach any commitment we must be satisfied that operations can be established satisfactorily.'

Public inquiry into the stranding of MFV 'Summerside'

THE DEPARTMENT of Trade and Industry has ordered a public formal investigation under Section 466 of the Merchant Shipping Act, 1894, into the stranding two miles north of Stonehaven, on May 6, 1970.

The date and place of the commencement of the inquiry will be made known in a further announcement.

Coastguards saved nearly three thousand lives last summer

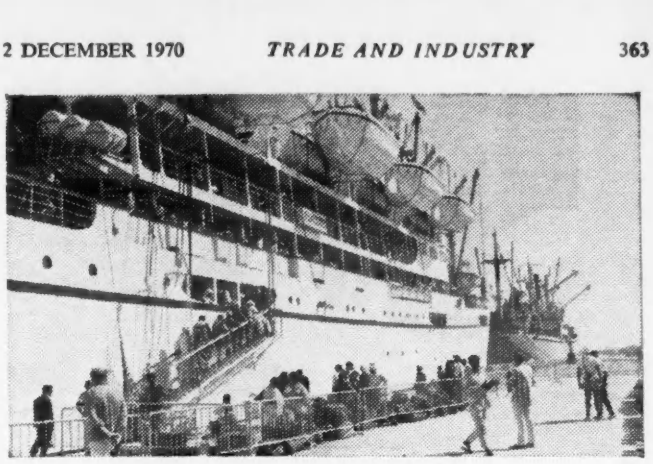
IN THE SIX months from April 1 to September 30 coastguards took part in 2,203 rescue operations and 2,836 lives were saved. These figures compare with a total of 2,592 rescue operations and the saving of 2,675 lives during the complete year April 1969 to March 1970.

Helicopters were used in 357 of these rescue operations and aircraft were called out on 10 occasions.

Busiest area was the South East Division (Thames Estuary to Poole) which handled 505 rescue operations and saved 695 lives. Of this total 322 were yachts, motor boats and rowing boats which reflects the increase in pleasure boating around these coasts. There was also increased activity on the Welsh coast where 434 rescue operations were undertaken and 506 lives saved.

Coastguards rescued 146 bathers who were in difficulty and another 103 people who had been cut off by the tide. There were also 233 cliff rescues, 117 of which were on the steep southern and south-western coasts.

Commenting on these figures Lt. Cdr. John Douglas, chief inspector of HM Coastguard, said on November 25: 'I am most impressed by the wonderful work which the regular and auxiliary coastguards have performed during this very busy summer. The number of personal rescues undertaken reflects great credit on the courage and skill of the coastguards. We received wonderful co-operation from the other rescue services.'



The arrival of MS 'Sirdhana' (8,608 tons), the first passenger ship at Port Rashid, the new £24 million deepwater harbour at present under construction at Dubai in the Arabian Gulf, heralded the handing over by Costain Civil Engineering Ltd. of the port's first two berths one year ahead of schedule. The official ceremony which inaugurated the commissioning of the two berths was presided over by His Highness Shaikh Rashid Bin Saeed Al Maktum, Ruler of Dubai, and Sir Robert Taylor, chairman of the Costain Group.

BEA and BOAC chairmen appointed

IN ANSWER to a Parliamentary Question on November 27 Mr. John Davies, Secretary of State for Trade and Industry, said: 'I am appointing Mr. Keith Granville, the present deputy chairman and managing director, to be chairman of BOAC, and Mr. Henry Marking, the present chief executive, to be chairman of BEA from January 1, 1971.

'Sir Anthony Milward is retiring at the age of 65 after 25 years' service with the Corporation. Sir Charles Hardie has been deputy chairman of BOAC since 1964 and agreed to take on the chairmanship in January 1969 on a temporary basis while the Report of The Edwards Committee was under consideration. I am extremely grateful to both for their valuable services to the Corporations and to British civil aviation.

'My Rt. Hon. Friend the Minister for Trade announced on November 24 that the Government had decided to introduce legislation this session to establish an Airways Board to exercise strategic control over BOAC and BEA. I shall accordingly on this occasion appoint the chairman for a period of 3 years in the first instance.

'I hope to make an announcement shortly about the remaining members of the two Boards.'

EXPORT HANDBOOKS

The Department of Trade and Industry has issued four Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services', 'Organization for Overseas Marketing' and 'Agency Legislation and Practice Abroad'. Together they contain over 300 pages of information that every exporter should have. To get as many free copies of these four Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), DTI, 1 Victoria Street, London, S.W.1.

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New Books

Export Practice and Documentation by A. G. Walker. (212 pages. Butterworth & Co., 88 Kingsway, London WC2. £2 10s. (£2.50) SBN 0 406 79400 6)). There has been, over the past years, a growing interest in export documentation as a vital service to exporting. As early as 1962 the Board of Trade invited a number of organizations concerned with exports and certain Government Departments to form a national committee to keep abreast of all developments in simplification of export documents. This committee, which is known as the Joint Liaison Committee on Documents used in the International Carriage of Goods (JLCD), produced in 1965 a system of preparing export documents offering considerable economies entitled *Simpler Export Documents*. Various organizations concerned with exporting including commercial banks have also stressed the importance of simplification of export documents. This book is an attempt to treat the subject systematically and to provide a guide to the many complex facets of export practice. It describes the organization and functions of an export department, export sales quotations, licensing and export control, shipment of goods and related procedures, methods of payments, foreign exchange and credit and marine insurance. Packing and invoicing and the simplification of export documents are also treated in depth. Specimen documents relating to each facet of exporting are reproduced. Students and all those engaged in exporting should find this book a useful guide to practice and procedure.

World Directory of Industry and Trade Associations. (370 pages. Available from the International Trade Centre UNCTAD/GATT, Palais des Nations, 1211 Geneva 10, Switzerland. US$5.00.) Produced primarily to help exporters and export promotion institutions in developing countries in making contacts with importers, and to obtain information about markets and products, this international directory of industrial and trade associations is capable of interesting a much wider audience. It is in fact a much enlarged edition of a directory published by the International Trade Centre in 1966 wth the title *Manufacturing and Trading Associations in Twenty-eight Countries;* and in this new edition the number of associations listed has increased from 2,000 to nearly 6,000 located in 60 different countries. In the main part of the work associations concerned with a particular product or industry are listed (with their full postal address) under their field of interest in a classified order, using the Standard International Trade Classification (SITC). Within each product category the associations are listed in alphabetical order of the countries in which they are located. The titles of associations that are not in English are followed by an unofficial English translation. In its second part, running to 23 pages, the directory lists general associations covering all industries in alphabetical order of countries.

European Business Law, by G. A. Zaphiriou. (288 pages. Sweet and Maxwell. £3 15s. (£3.75) SBN 421 12840 2) is a new handbook for those managing commercial enterprises dealing with, or established in, the countries forming the European Economic Community. It provides basic information, sources and references, the object being to enable businessmen and their legal advisers to reach solutions to practical problems or, at the very least, to select the most promising line of approach. The business laws of the national legal systems involved are compared and contrasted, particular care having been taken to cover French and West German law in detail, and all aspects of trading under the European Economic Community Treaties are explained. The book is in six parts preceded by an introduction: Part I, Trading Under the European Community Treaties; Part II, General Features of Commercial Laws in Europe; Part III, Commercial Companies; Part IV, Taxation of Enterprises; Part V, Industrial Property; Part VI, European Anti-Trust Law. This structure presents both a coherent narrative explanation and also the opportunity to refer to specific sections with ease. The early part of the book sets trading in Europe in the context of the Treaty provisions and the main aspects of European business law. The later parts investigate in detail such matters as partnerships, companies with limited liability, subsidiaries, corporation tax, double taxation relief, value added tax, patents, trade marks, and unfair competition. United Kingdom companies considering work in Europe must further take into consideration the possible effects of a wider and more outward looking community, and *European Business Law*, therefore, deals with many aspects of East-West trade agreements.

The procedure by which Parliament, chiefly the House of Commons, is supposed to scrutinize public expenditure has not changed substantially for over a century, since the innovations of Gladstone when Chancellor of the Exchequer. However, the scale of expenditure has grown from less than 10 per cent of a £1,000 million gross national product in his day to half of a GNP running at about £40,000 million. There have been some recent attempts to update and clarify the public accounting system, but nothing fundamental has yet been done to simplify the presentation of accounts for the Member of Parliament and to bring together the two aspects of public spending, policy and legislation determining the objectives of the spending, and 'supply', the resources needed to fulfil those objectives. In a new broadsheet from PEP, **Public Expenditure, Parliament and PPB,** by Peter Else (*Broadsheet 522*, 92 pages. Political and Economic Planning. £1), the author, an economist at Sheffield University, puts forward a case for the general adoption in British government of a system of public accounting already in use at the Ministry of Defence as well as in the United States and Canada. This system known as 'planning, programming, budgeting', or PPB, has the merits of drawing together both the supply and estimates aspects of public expenditure, and making it clear to legislators who are not specialists both the scale and the objectives of a set of departmental accounts.

For the past three years the American University of Beirut (AUB) has held an annual seminar on the economics of the international petroleum industry. The papers delivered at the third of these seminars, in the spring of 1969, are collected in the present volume under the title **Continuity and Change in the World Oil Industry:** a collection of papers presented at the third seminar on the economics of the international petroleum industry, held at the American University of Beirut, February-June 1969, edited by Zuhayr M. Mikdashi, Sherrill Cleland, and Ian Seymour. (233 pages. Middle East Research and Publishing Centre, PO Box 1224, Beirut, Lebanon. £3 6s. 6d.). Some have previously been published in the *Middle East Economic Survey* (the weekly journal published in Beirut by the Middle East Research and Publishing Centre).

The 1969 AUB seminar was addressed by a distinguished list of speakers representing the oil producing countries, international oil companies, businesses serving the oil industry, academics and consultants. Their collected papers cover a wide range of topics and deal, in various ways, with most of the important issues currently facing the world petroleum industry and the oil producing countries in the Midle East and elsewhere. Taken as a whole, this volume provides a comprehensive evaluation of the problems and prospects of the oil industry in its various aspects, particularly as regards the significant structural changes that have taken place in recent years and those that still lie ahead.

The Directory of British Journalism 1971. (992 pages. Strand Publications. £7 15s. (£7.75) SBN 902842 00 5) is a new annual register of Britain's journalists and the news organizations they represent. The Directory consists of three main sections: an index of the names of organizations mentioned in the text; a list of newspapers arranged by locality and periodicals arranged by title; and a list of specialist journalists arranged by subject of specialization. Other listings include: house journals; TV and radio organizations; news agencies and photo agencies; diplomatic press information; foreign correspondents in London; press groups and information sources. The Directory will be updated by a monthly service of corrections and new information. This publication will fill a useful gap in the information field, despite the fact that some entries, such as those for *Oz* and *International Times*, show more imagination than accuracy and suggest the need for greater editorial control.

THE BUSINESS CYCLE IN WEST GERMANY: 1950-1969. Business Cycle Series No. 3. 20 pages. Econtel Research Limited, 181 Queen Victoria Street, London EC4. £3.

ECONOMIC WARFARE IN THE COMMUNIST BLOC, by Robert Owen Freedman. *Praeger Special Studies in International Economics and Development*. 210 pages. Praeger. £6. (A study of Soviet economic pressure against Yugoslavia, Albania and China).

ESSENTIALS OF INDUSTRIAL LAW, by D. J. Keenan and L. Crabtree. *Pitman Paperbacks*. 476 pages. Pitman. £2. ISBN 0 273 42615 X.

AN EVALUATION OF THE SOVIET PROFIT REFORMS: with special reference to agriculture. *Praeger Special Studies in International Economics and Development*. 208 pages. Praeger. £6 5s. (£6.25).

HIRE-PURCHASE LAW AND PRACTICE, by R. M. Goode. 2nd edition. 1,374 pages. Butterworths. £12. ISBN 0 406 21222 8.

THE LAW OF INSURANCE, by Raoul Colinvaux. 3rd edition. 452 pages. Sweet and Maxwell. £5 15s. (£5.75) SBN 241 13910 2.

MANAGING A SALES FORCE, by M. T. Wilson. *A Gower Press Workbook*. 184 pages. Gower Press. £5. ISBN 0 7161 0048 7.

MODERN BUSINESS STATISTICS, by John E. Freund and Frank J. Williams. 2nd edition revised by Benjamin Perles and Charles Sullivan. 559 pages. Pitman. £5 5s. (£5.25) ISBN 0 273 31414 9.

RUSSELL ON THE LAW OF ARBITRATION, by Anthony Walton. 18th edition. 608 pages. Stevens. £6 6s. (£6.30) SBN 420 42340 0.

THE THEORY OF INDICATIVE PLANNING: lectures given in the University of Manchester by J. E. Meade. 78 pages. Manchester University Press. 12s. (60p) ISBN 0 7190 0442 X.

Government surplus sales

MINISTRY OF DEFENCE

1970	Stores	Location	Auctioneers
December 8 and 9	**Miscellaneous equipment and stores**	**Ordnance Storage and Disposal Depot, Branston, Staffs.**	**Arnold & Son (Dept. L), 'Modwena', 13 Market Place, Burton-upon-Trent, Staffs. (Tel. 4657.)**

Coventry Climax fork lift trucks; radar cabin trailers; Austin Gipsys; Bedford fire tenders with Sigmund pump; two Morris Commercial Minibuses; Mack gritters with plough; earthmover components and conversion sets both British and American; large quantities of American earthmover spares; travelling hoists, blocks and chains; rescue equipment including suction and delivery hose; nozzles, pipe diffusers, collecting heads, wrecking bars, extending ladders, firemen's axes, chisels, first aid equipment, wood and canvas folding stretchers, etc.; hurricane lamps; wooden boxes and crates; miscellaneous electrical equipment; signal generators; oscilloscopes; compressors; electric motors 1½ to 6 h.p.; pneumatic tyres; large quantities of vehicle spares; photographic equipment; machine tools; hydraulic jacks; aircraft equipment and spares; pneumatic tyres; CLOTHING AND TEXTILES: blue greatcoats; berets; combination overalls; denim blouses and trousers; rubber knee boots; vests and drawers; women's shoes, various sizes; webbing packs and waistbelts; haversacks; carpets; blankets, etc.; HOUSEHOLD AND OFFICE FURNITURE: dining and office chairs and tables; dressing tables; chests of drawers; filing cabinets; tubular stacking chairs; BLACK PVC PLASTIC SHEETS 160 ft. by 90 ft. by 0·014 in., FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN WOODEN CASES.

December 16	**Miscellaneous stores**	**County Hall, Botchergate, Carlisle**	**Harrison & Hetherington Ltd. (Dept. L), Botchergate, Carlisle CA1 1SE. (Tel. 26292.)**

VEHICLES including Land Rover Pick-Ups; Morris Mini Minors and 1000 Saloons and Travellers; Morris, Bedford and Austin vans; Morris ambulances, etc.; Bedford fire tenders with Sigmund pumps; Coventry Climax Featherweight pumps; equipment for pumps; machine and hand tools including Morris and Flextol flexible drives; Wolf bench type grinders; grinding wheels; Black and Decker heavy duty sanders; ripsnorters and jig saws; riveting and crimping tools; drills; vices; hammers; pliers; spanners; taps and dies; electrical items including rectifiers; transformers; control units; capacitors; power units; test sets; receivers; amplifiers; cable; aircraft machometers; gyro units; landing compasses; thermometers; drift recorders; sighting computers; altimeters; ssundry items including rubber knee boots; service clothing; suction hose; webbing equipment; oxy-acetylene equipment; telephone equipment; aerials; rack assemblies; fire extinguishers; steel cradle pallets; wooden boxes; paints and chemicals, etc.

1971			
January 5	**Miscellaneous stores**	**No. 2 Building (Adjacent to Indoor Bowling Green), Riverside, Chatham**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)**

Bedford fire tenders; Coventry Climax Featherweight pumps; crane conversion sets; laboratory equipment; time recording clocks; transformers; capacitors; steam boilers; portable vacuum cleaner; scrap cable, textiles and rubber; electro-medical equipment; firefighting equipment including delivery and suction hose, manila and sisal rope, salvage sheets, hose bandage, canvas buckets, haversack and pack supporting straps, webbing belts, brick, crowbar and claw chisels, extending ladders, general purpose saws, wrecking bars, club and sledge hammers, etc.; electronic valves; rubber knee boots and other items of clothing; household and office furniture; large assortment of other general stores; ALSO 185 PLASTIC SHEETS 160 ft. by 90 ft. by 0·014 in., FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN WOODEN CASES.

Catalogues of the above sales obtained from relevant auctioneers about two weeks prior to and up to the date of sale, price 1s. 0d. (postal order only).

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Government publications can be purchased from the Government Bookshop in London (post orders to P.O. Box 569 S.E.1), Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers.

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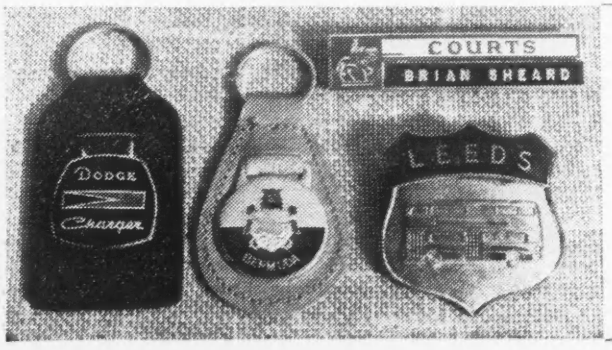

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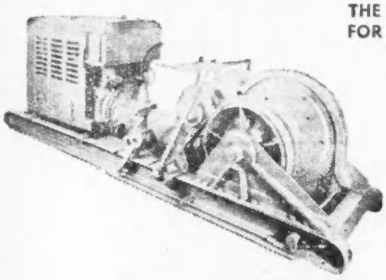

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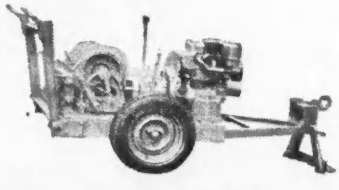

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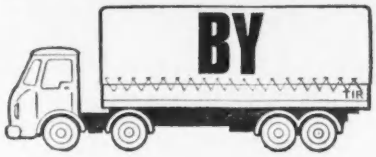

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
• five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	104	140	130	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103	135	135	146	130	130	276	194	–17	36
1968															
3rd quarter	116	120·7	135	135	112	103	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	104	133	136	145	129	127	65	33	– 3	—
3rd quarter	118	123·2	143	144	113	103	136	141	130	130	128	23	–12	– 6	10
4th quarter	119	123·5	147	146	114	103	136	140	152	127	131	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103	132	138	140	115	131	–25	45	– 7	–41
2nd quarter	119	122·8	154	153	116	104	140	145	156	120	136	68	33	8	7
3rd quarter		123·9				105									26
1970															
April		124·9				103									
May		120·6				105									
June		123·0				105									
July		122·5 p				104									
August		124·2 p				105									
September		124·9 p				104									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale price index non-food manufacturing industry		Basic hourly Wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports‡	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1964	119	107·0	3·3	103·9	101·9	148·6	362	221	24,566	114	105	–395
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1968												
3rd quarter	104	125·7	5·6	119·3	112·8	187·7	547	189	24,292	161	154	– 27
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	200	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	120·6	209·0	561	192	24,280	172	180	153
2nd quarter	123	139·5	5·8	129·2	123·6	213·8	563	187		183	182	53
3rd quarter	123 p	141·1	6·9	126·9 p	125·7 p	219·0	592	185		177	174	
1970												
May	119	139·5	6·1	129·3	123·6	214·3	560	187		176	174	
June	123	139·9	5·9	128·0	124·2	215·4	561	187		192	185	
July	123 p	140·9	6·7	127·5	125·0	217·2	593	186		143	185	
August	125 p	140·8	6·8	126·1	125·7	219·3	593	184		195	140	
September	123 p	141·5	7·0	127·1 p	126·2 p	220·5	589	187		192	199	
October		143·0	7·4	126·0 p	126·7 p	221·8	576	184		190 p	206 p	
November							579 p	176 p				

† Not seasonally adjusted. (‡) The figures up to and including 1969 are after adjusting for special factors affecting the recording of exports.

Acquisitions and mergers of companies in the third quarter of 1970

This note gives details of acquisitions of, and mergers between industrial and commercial companies in the third quarter of 1970. These details bring up to date the previous note in the series published in the *Board of Trade Journal* of August 19, 1970.

BETWEEN JULY and September 1970 about 200 acquisitions were reported, involving an expenditure of just over £300 million. In terms both of the number and value of acquisitions the third quarter showed a lower level of acquisition activity than the first half of 1970, although possibly in part because of seasonal factors.

About thirty of the acquisitions involved an expenditure of over £1 million, the largest being the acquisitions of Wiggins Teape by British American Tobacco (£60 million), of Alloys Unlimited Inc. (a United States company) by Plessey (£55 million), and of Berni Inns and Mecca by Grand Metropolitan Hotels (£15 million and £31 million respectively). Other acquisitions involving an expenditure of over £10 million were of Longman Holdings by Penguin Publishing (£13½ million) and of Berk by Steetley Company (£10½ million). These six acquisitions accounted for just over 60 per cent of the total value in the third quarter. Further details on the size distribution of acquisitions are given in Table 3.

Just over a fifth of expenditure on acquiring subsidiaries in the third quarter consisted of cash, a higher proportion than in the previous quarter. Fixed interest stocks issued in exchange for subsidiary companies represented about 30 per cent of total expenditure, a higher proportion than during the first half of 1970, while issues of ordinary shares accounted for just under half the total. Details of the composition of acquisition expenditure are set out in Table 1.

The industrial composition of companies making acquisitions in the third quarter is set out in Table 2. The main features here are the substantial increase in acquisitions by companies classified to the distributive and service trades and in acquisitions of overseas companies. Acquisitions by companies classified to miscellaneous services (which includes hotels, restaurants and entertainment) were running at a value of £119 million and £51 million in the second and third quarters respectively of 1970, compared with a quarterly average of £23 million in 1969. The rise in acquisition expenditure on overseas companies were significantly affected by the acquisition of Alloys Unlimited Inc. by Plessey. Too much significance should not be placed on the figures of acquisitions of overseas companies as an indicator of the extent to which overseas companies come under the control of United Kingdom based groups. The figures shown here only cover direct acquisitions of overseas by United Kingdom companies and exclude acquisitions affected through existing overseas affiliates of United Kingdom companies, even though all or part of the funds may be provided by the United Kingdom parent company.

Table 1. Summary of acquisitions and mergers

£ million

	Number of companies		Expenditure				Percentages of expenditure			Mergers included and consideration
	Acquiring	Acquired	Total	Cash	Ordinary shares	Loan stock and preference shares	Cash	Ordinary shares	Loan stock and preference shares	
1969	720	891	1,106·3	322·4	563·0	221·0	*29·1*	*50·9*	*20·0*	
1st quarter	199	247	419·1	79·7	266·6	72·8	*19·0*	*63·6*	*17·4*	Includes one merger value £4·2
2nd quarter	194	252	297·7	114·6	145·8	37·4	*38·5*	*49·0*	*12·5*	Includes one merger value £11·2
3rd quarter	168	197	233·4	75·4	79·0	79·0	*32·2*	*33·9*	*33·9*	There were no mergers in this quarter
4th quarter	159	195	156·1	52·7	71·6	31·8	*33·8*	*45·8*	*20·4*	There were no mergers in this quarter
1970 1st quarter	174	219	341·5	73·8	196·2	71·5	*21·6*	*57·5*	*20·9*	Includes two mergers value £83·4
2nd quarter	158	207	444·9	53·6	315·5	75·8	*12·1*	*70·9*	*17·0*	Includes one merger value £12·4
3rd quarter	167	201	302·5	64·1	147·3	91·1	*21·2*	*48·7*	*30·1*	There were no mergers in this quarter

(*Continued on next page*)

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ACQUISITIONS AND MERGERS, *continued*

Table 2. Industrial analysis

£ million

Industry group of acquiring company	1969 quarterly average			1970 2nd quarter			1970 3rd quarter		
	Number of Companies		Total Expenditure	Number of Companies		Total Expenditure	Number of Companies		Total Expenditure
	Acquiring	Acquired		Acquiring	Acquired		Acquiring	Acquired	
COMPANIES TRADING MAINLY IN UNITED KINGDOM									
Manufacturing industries									
Mining	—	—	—						
Food	4	5	7·2	5	5	4·2	5	6	1·0
Drink	2	2	33·0	2	2	1·3	1	1	0·5
Tobacco	1	2	11·8	1	2	20·2	1	1	59·6
Chemical and allied industries	6	9	10·1	6	8	47·3	3	4	0·2
Metal manufacture	5	6	7·2	8	8	45·2	5	6	3·1
Non-electrical engineering	18	21	24·8	11	11	14·2	20	24	13·2
Electrical engineering	8	10	26·4	4	5	1·2	3	4	1·5
Vehicles	3	4	0·8	2	5	0·5	1	1	0·2
Metal goods not elsewhere specified	7	9	11·9	1	1	0·1	8	8	6·8
Textiles	12	16	10·0	7	10	5·4	7	7	2·6
Clothing, leather, fur and footwear	6	8	2·4	11	14	5·3	8	11	3·7
Bricks, pottery, glass, cement, etc.	7	8	3·9	7	8	4·2	8	9	13·3
Timber, furniture, etc.	3	4	0·8	1	1	—	5	7	2·9
Paper, printing and publishing	7	8	5·1	6	9	112·7	2	2	13·9
Other manufacturing industries	5	6	4·8	4	9	6·9	5	5	5·8
Total	97	120	172·6	76	98	268·8	82	96	128·4
Distribution and service trades									
Construction	12	14	5·2	7	7	4·1	7	9	9·9
Transport and communication (excluding shipping)	3	4	0·6	3	4	0·1	6	11	6·4
Wholesale distribution	13	14	11·8	12	17	20·8†	14	15	2·7
Retail distribution	8	10	5·9	8	12	6·9	7	8	4·4
Miscellaneous services	17	24	22·9	27	42	87·0	11	13	51·2
Total	52	66	46·5	57	82	118·9	45	56	74·8
Industrial holding companies	9	11	21·4	10	11	8·9	9	12	20·3
Property	10	12	18·6	7	7	44·1	6	6	5·3
Overseas acquisitions									
By manufacturing	6	8	6·8	1	1	0·3	12	15	62·4
By distribution and property	2	3	2·0	1	1	0·3	5	7	6·9
By industrial holding companies‡									
Total trading mainly in United Kingdom	178	220	267·6	152	200	441·4	159	192	298·2
COMPANIES TRADING MAINLY OVERSEAS									
United Kingdom companies acquired	2	3	9·0	5	6	2·9	7	8	4·3
Overseas companies acquired‡				1	1	0·7	1	1	—
TOTAL INCLUDING OVERSEAS	180	223	276·6	158	207	444·9	167	201	302·5
United Kingdom companies acquired	171	212	267·8	156	205	444·3	149	178	233·1
Overseas companies acquired	9	11	8·8	2	2	0·6	18	23	69·4

† Includes one merger of which the market value was £12·4 million in shares and loan stock.
‡ There were no overseas companies acquired by companies trading mainly overseas or by industrial holding companies in 1969.

Table 3. Size analysis of companies acquired

Consideration	3rd quarter	
	Total number of acquisitions	Percentage of total
Over £50 million	2	*1·0*
Not more than £50 million	1	*0·5*
Not more than £20 million	3	*1·5*
Not more than £10 million	3	*1·5*
Not more than £5 million	10	*5·0*
Not more than £2 million	12	*6·0*
Not more than £1 million	27	*13·5*
Not more than £500 thousand	49	*24·5*
Not more than £200 thousand	31	*15·5*
Not more than £100 thousand	63	*31·5*
	201	*100·0*

Notes:

This analysis relates to United Kingdom industrial and commercial companies including those trading mainly overseas. It does not cover companies in agriculture, insurance, banking and finance and shipping. It is compiled from information extracted from the financial press, supplemented by special inquiries to determine the form and value of particular acquisitions.

It should be recognized that many small acquisitions are not referred to in the financial press and the number of acquisitions quoted in the accompanying tables cannot be taken as indicating the total number of companies, the ownership of which changes in a period. However, the omission of very small acquisitions is not likely to have an appreciable effect on the trend of the value series. Some indication on the numbers of very small acquisitions can be obtained from Annex A by comparing the number identified from company accounts with the number identified from the financial press. Although the comparison is complicated by the different time periods involved (the former relates to a variety of accounting years approximating to the calendar year, whereas the latter relates exactly to the calendar year) it is apparent that the larger numbers identified from company accounts (especially in such fields as distribution and the service trades) have a comparatively small effect on the total value.

The values shown relate to expenditure during the current period, excluding any previous investment in the company acquired. Where possible, values are market values, and where shares or stocks are issued in exchange for companies they are valued at the market price at date of issue. Where market values are not available, as in the case of some non-quoted companies, the valuation is based on the nominal value of the shares acquired. In comparing this series over time it should be recognized that share prices can fluctuate considerably in the short-term and that such fluctuations will be reflected in a series in which a considerable proportion of expenditure on acquisitions takes the form of share exchanges which are valued at market prices.

An estimate of cash expenditure outside the company sector by industrial and commercial companies on acquiring subsidiaries and on trade investment is published quarterly by the Central Statistical Office.

Each company is alloted to an industry group corresponding generally to an Order of the Standard Industrial Classification, 1968; industrial holding companies which cannot be sensibly classified to any of the groups distinguished, and companies trading mainly overseas are treated as separate groups. If a company has diverse activities, it has been classified to the industry in which its main

activity lies; but for some companies the classification is a very arbitrary one.

The analysis is restricted to acquisitions of companies. It does not cover the acquisition of unincorporated businesses. Neither does it cover the reorganization of internal divisions within the same company, nor the joining of divisions with other interests outside the company, e.g. the merger of the computer interests of English Electric, ICL and Plessey to form International Computers Ltd.

Annex A. Statistics of acquisitions and mergers: a reconciliation of the various published sources of data.

1. Quoted companies covered in the Department of Trade and Industry's analysis of company accounts.

Value in £ million

	Acquisitions		Mergers		Total	
	Number	Value	Number†	Value	Number	Value
(i) Data derived from company accounts:						
1964	939	502	2	5	941	507
1965	995	507	10	22	1,005	529
1966	805	447	6	123	811	570
1967	763	822	—	—	763	822
1968	942	1,774	10	534	952	2,308
(ii) Data derived from press reports:						
1968	628	1,779	10	534	638	2,313
1969	608	894	4	15	612	909
2. All industrial and commercial companies.						
Data derived from press reports:						
1969	887	1,106	4	15	891	1,121
1970 1st quarter	215	258	4	83	219	341
2nd quarter	205	433	2	12	207	445
3rd quarter	201	303	—	—	201	303

† The number of previously independent companies involved in the mergers.

Notes:

1(i) These figures do not relate precisely to calendar years but to accounting years of companies ending between April 6 of the year shown and April 5 of the following year.

1(ii) These figures cover property companies which are omitted from the figures at 1(i). Acquisitions by property companies in 1968 totalled 30 with a value of £125 million.

MOBILE LANGUAGE LABORATORY

A language laboratory on wheels was officially launched on November 24, in London, by Words on Wheels Ltd., of Brighton. Among those attending the hourly demonstrations were ambassadors and leading officials from more than 30 countries. The emphasis in the new language laboratories is placed on complete mobility, the entire unit being housed in a one-ton van. This is parked within 50 yards of a classroom and offers a class of 32 students comprehensive language facilities within 30 minutes of arrival. Picture shows a class of 32 students using the language facilities offered by the Words on Wheels service.

Business Monitor

THE FOLLOWING TITLES and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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Airport Activity for May 1970
Air Passengers for May 1970
Air Freight and Mail for May 1970

A complete list of titles of Business Monitors was last published in the then *Board of Trade Journal* on September 23, on page 620.

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, November 27, 1970. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
One More Time	Br/E 35169	93	November 23	United Artists Corporation Ltd.	Chris-Mark Ltd.
Movietone News 2164	Br/E 34943	8	November 27	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2164A	Br/E 34944	7	November 27	" "	" "
				FOREIGN	
Then Came Bronson	F 35164	98	November 23	MGM-EMI Distributors Ltd.	Metro-Goldwyn Mayer Inc.
Kelly's Heroes	F 35165	144	November 23	" "	Beckerman Productions Inc., Harold Loeb Productions Inc. and Katzka-Berne Productions Inc.
A Bit of Immortality	F 35166	10	November 23	Curzon Film Distributors Ltd.	Hungarofilm, Budapest.
What Do You Say To A Naked Lady?	F 35167	74	November 23	United Artists Corporation Ltd.	Allen A. Funt Inc.
The Adventures of Gerard	F 35168	91	November 23	" "	Sir Nigel Films Ltd.
Labyrinth of Sex	F 35170	84	November 25	Tigon Pictures Ltd.	Roas Produzioni, Rome.
Take the Money and Run	F 35171	85	November 25	Cinerama Releasing (UK) Ltd.	Palomar Pictures International Ltd.
Suppose They Gave A War and Nobody Came	F 35172	101	November 25	" "	Fred Engel, Hy Averback Productions.
Asterix and Cleopatra (Asterix et Cleopatre)	F 35173	73	November 26	Connoisseur Films Ltd.	Dargaud S.A., Neuilly Sur Seine.
Ohrid Express	F 35174	12	November 26	" "	Les Films de l'Adagio, Boulogne Billancourt.

Shipping movement at United Kingdom ports

Foreign and coasting trade movement during August 1970

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during August 1970 amounted to 19,955 thousand net registered tons: this was 3·5 per cent more than the corresponding month of 1969. Commonwealth vessels accounted for 9,133 thousand nrt.

During the first eight months of 1970 the total net tonnage of vessels entering and clearing the United Kingdom ports with cargo amounted to 140,031 thousand nrt, an increase of 4·6 per cent over the tonnage for the same period for 1969.

In the coasting trade there was a 0·4 per cent decrease in the total net tonnage of arrivals and departures with cargo during the month of August 1970, and a 2·3 per cent decrease during the first eight months compared with 1969.

Note: net registered tons (nrt)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade		Entered					Cleared				
			Thousand Net Tons					Thousand Net Tons			
		Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (†) Commonwealth	Foreign
With cargo:	August 1969	6,875	12,026	4,610	396	7,020	5,472	7,252	3,371	354	3,527
	August 1970	6,902	12,621	5,138	408	7,075	5,401	7,334	3,281	306	3,747
	Eight months ending August 1969	50,923	86,707	32,661	2,483	51,563	39,667	47,140	21,155	1,699	24,286
	Eight months ending August 1970	48,190	90,569	33,384	2,798	54,387	40,205	49,462	21,562	2,084	25,816
In ballast:	August 1969	2,182	3,385	1,609	62	1,714	3,539	7,887	2,702	125	5,060
	August 1970	2,169	3,204	1,492	98	1,614	3,633	8,147	3,009	116	5,022
	Eight months ending August 1969	12,935	19,151	8,254	440	10,457	24,360	56,128	18,505	1,202	36,421
	Eight months ending August 1970	14,035	20,235	8,844	582	10,809	22,157	60,203	20,039	1,242	38,922

(†) Includes Irish Republic and South Africa

COLOUR BLOCKS FOR FRONT COVER

Colour cover blocks: *The Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available for front cover colour illustrations. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

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Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	August		January-August		August		January-August	
	1969	1970	1969	1970	1969	1970	1969	1970
	Numbers of Vessels							
United Kingdom	2,215	2,328	15,244	14,769	1,993	2,038	13,256	13,468
Other Commonwealth (†)	247	230	1,537	1,534	227	196	1,313	1,427
Foreign	4,413	4,344	34,142	31,887	3,252	3,167	25,098	25,310
Total	6,875	6,902	50,923	48,190	5,472	5,401	39,667	40,205
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	4,610	5,138	32,661	33,384	3,371	3,281	21,155	21,562
Registered in Canada	2	2	4	21	2	—	10	—
Registered in other countries (†)	394	406	2,479	2,777	352	306	1,689	2,084
Total Commonwealth	5,006	5,546	35,144	36,182	3,725	3,587	22,854	23,646
Foreign:								
Soviet	157	100	1,125	789	74	25	329	178
Finnish	97	94	802	934	31	37	290	336
Swedish	437	488	3,301	3,857	242	344	1,705	1,960
Norwegian	1,230	1,500	9,753	10,289	611	612	4,185	3,830
Danish	300	281	2,275	2,324	249	263	1,652	1,651
Polish	36	17	236	192	16	17	142	94
German (Federal Republic)	611	793	4,885	5,295	398	529	2,897	4,144
Dutch	645	605	5,276	4,884	400	405	3,447	3,242
Belgian	314	247	1,858	1,807	315	294	1,813	1,798
French	547	592	3,675	4,301	391	405	2,322	2,440
Spanish	38	43	520	516	33	50	455	460
Italian	119	85	1,131	1,274	36	22	209	207
Yugoslav	20	10	132	170	3	2	42	75
Greek	157	192	1,694	2,482	93	86	714	1,001
United States of America	387	349	2,092	2,063	323	298	1,862	2,011
Panamanian	187	189	1,433	1,710	33	19	413	492
Liberian	1,476	1,219	9,336	9,070	144	220	835	935
Other	262	271	2,039	2,430	135	119	974	962
Total Foreign	7,020	7,075	51,563	54,387	3,527	3,747	24,286	25,816
GRAND TOTAL	**12,026**	**12,621**	**86,707**	**90,569**	**7,252**	**7,334**	**47,140**	**49,462**
Trading Areas:								
Irish Republic	898	897	4,837	5,313	782	780	4,167	4,561
Northern Europe (Foreign)	3,299	3,590	24,457	25,024	2,679	2,943	19,394	20,796
Europe (Atlantic) and Western Mediterranean Countries	2,015	1,972	11,772	11,868	1,581	1,631	8,646	8,821
Central and Eastern Mediterranean Countries	1,027	1,008	8,589	9,251	136	100	1,302	1,128
West and South Africa	426	698	4,265	4,863	179	256	1,738	1,863
East Africa, Persian Gulf, India	2,075	2,137	15,352	16,085	285	279	1,643	1,775
Eastern Asia and Islands in the Pacific	206	190	1,654	1,426	181	107	1,238	1,229
Australasia	199	301	2,297	2,278	114	154	1,087	861
North America (Atlantic Coast)	1,213	1,212	7,084	9,377	1,005	710	5,804	6,012
West Indies and Central America (Atlantic Coast)	390	409	4,276	3,692	169	175	1,025	1,135
South America (Atlantic Coast)	110	148	1,080	908	81	47	547	564
South and Central America (Pacific Coast)	17	23	157	210	11	4	142	99
North America (Pacific Coast)	134	26	781	192	31	138	311	520
Other Areas	17	10	106	82	18	10	96	98
Total Commonwealth Countries	3,107	3,411	21,985	24,360	1,676	1,593	9,852	9,913
Total Foreign Countries	8,919	9,210	64,722	66,209	5,576	5,741	37,288	39,549
TOTAL	**12,026**	**12,621**	**86,707**	**90,569**	**7,252**	**7,334**	**47,140**	**49,462**

(†) Includes Irish Republic and South Africa

(Continued on next page)

Report on Overseas Trade

Prepared by the Statistics Division of the Department of Trade and Industry

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times*

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HMSO

SHIPPING MOVEMENT, *continued*

Table 3. Foreign trade arrivals and departures at principal ports – January to August

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969	1970		1969	1970		1969	1970		1969	1970	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels
Bristol	1,966	1,656	814	2,020	1,707	852	213	240	264	1,766	1,730	733
Cardiff	946	1,049	474	1,208	1,231	587	414	329	250	1,198	1,122	522
Dover	5,337	5,946	4,364	8,775	9,581	7,588	5,315	5,899	4,217	8,715	9,553	7,570
Felexstowe	1,667	1,928	1,580	1,787	2,036	1,725	1,553	1,911	1,510	1,740	2,000	1,664
Folkestone	346	318	272	980	1,003	744	259	271	218	964	996	722
Grimsby (including Immingham)	3,121	4,236	1,686	3,613	4,962	2,142	1,321	1,500	1,160	3,669	4,984	2,041
Harwich	5,557	5,846	2,914	5,956	6,304	3,153	5,599	6,007	3,091	5,931	6,402	3,264
Holyhead	1,503	1,039	915	1,616	1,104	946	1,438	1,052	881	1,505	1,085	926
Hull	3,445	3,031	3,145	3,721	3,329	3,377	1,881	1,639	1,834	3,485	3,280	3,041
Lancaster	4	448	202	29	538	281	23	429	227	25	492	257
Liverpool	8,688	9,135	3,064	10,128	10,528	3,534	3,971	4,080	2,100	9,517	9,865	3,200
London	18,899	19,333	7,663	23,548	24,158	9,588	8,537	8,659	5,404	22,626	23,581	9,718
Manchester	3,522	3,153	1,766	3,736	3,317	2,048	1,076	1,098	1,425	3,453	2,957	2,137
Middlesbrough	3,810	4,039	1,085	4,477	4,743	1,639	1,217	1,176	1,394	4,334	4,617	1,915
Milford Haven	7,620	7,558	277	9,061	9,420	848	1,634	1,966	519	8,892	9,286	775
Newhaven	722	797	879	743	806	895	692	713	769	741	795	894
Newport	1,020	848	456	1,240	907	552	494	344	449	1,252	935	588
Plymouth	184	134	268	277	209	508	87	80	302	277	270	548
Port Talbot	537	747	255	572	810	379	99	109	326	540	824	469
Southampton	10,211	10,352	2,213	12,789	12,782	2,779	5,392	4,708	1,888	12,778	12,810	2,789
Swansea	602	732	316	1,209	1,343	733	1,395	1,533	1,064	1,573	1,776	1,142
Tyne Ports	1,262	1,337	889	1,865	1,814	1,071	820	788	558	2,222	2,159	1,040
Glasgow	1,965	1,854	751	2,426	2,200	868	1,200	1,036	473	2,619	2,518	992
Grangemouth	1,036	1,071	802	1,336	1,352	942	1,017	836	605	1,519	1,179	886
Greenock	1,593	2,735	240	2,436	3,519	413	242	1,355	208	2,331	3,778	440
Leith	420	391	552	782	619	674	494	152	311	1,192	524	576
Belfast	1,597	1,657	992	1,684	1,856	1,103	256	214	335	1,250	1,577	749
Other Ports	5,968	5,400	11,944	8,174	7,858	15,969	3,901	3,850	9,554	8,652	8,603	16,036
TOTAL	93,548	96,770	50,778	116,188	120,036	65,938	50,540	51,974	41,336	114,766	119,698	65,634

Table 4. Coasting trade arrivals and departures at principal ports – January to August

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1969	1970		1969	1970		1969	1970		1969	1970	
	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels	Thous. net tons	Thous. net tons	Number of vessels3	Thous. net tons	Thous. net tons	Number of vessels
Bristol	825	847	519	1,168	1,244	1,811	294	307	988	1,343	1,309	2,088
Cardiff	380	411	589	695	758	1,180	129	120	270	665	716	1,181
Cowes	1,665	1,667	7,493	3,730	4,112	16,637	1,553	1,557	7,101	3,725	4,070	16,653
Hull	569	562	201	666	684	457	120	218	243	749	762	666
Immingham	448	328	117	1,279	1,593	876	822	1,301	779	1,279	1,627	939
Lancaster	717	831	933	859	950	1,275	784	909	1,209	854	954	1,259
Liverpool	3,134	2,767	2,227	4,123	3,678	3,679	2,350	2,060	2,634	4,154	3,871	3,833
London	3,960	3,628	2,733	5,111	4,786	4,358	1,084	1,122	1,760	5,034	4,833	4,356
Manchester	97	140	186	184	217	323	31	45	81	194	227	327
Middlesbrough	68	185	295	960	1,051	1,220	777	811	615	966	1,151	953
Milford Haven	391	293	68	2,877	2,583	1,332	3,086	2,972	1,420	3,195	3,033	1,460
Portsmouth	231	249	1,119	2,376	2,829	11,311	61	52	641	2,360	2,807	11,643
Preston	754	726	1,141	780	785	1,259	722	738	1,150	813	836	1,352
Southampton	2,503	2,339	7,851	4,662	4,096	11,139	3,801	3,666	8,043	4,483	4,345	10,546
Sunderland	148	78	114	722	586	638	543	477	429	694	570	559
Swansea	218	226	400	1,772	1,576	2,243	1,229	924	1,307	1,370	1,105	1,812
Tyne Ports	456	443	206	2,100	1,818	1,367	1,045	945	887	1,825	1,657	1,382
Ardrossan	1,041	958	1,198	1,157	1,094	1,492	688	625	1,129	1,071	883	1,467
Glasgow	565	779	493	1,063	1,058	716	184	225	249	780	751	628
Greenock	899	624	1,313	1,075	791	1,699	937	567	1,241	1,135	780	1,645
Stranraer	1,114	1,180	1,010	1,122	1,189	1,032	1,112	1,177	1,000	1,122	1,185	1,018
Belfast	4,557	4,661	5,347	4,818	4,891	5,759	3,719	3,998	4,474	4,726	4,957	6,013
Other Ports	7,841	7,855	16,948	13,196	12,785	26,016	5,881	5,510	10,305	12,476	11,913	24,928
TOTAL	32,581	31,777	52,501	56,495	55,154	97,819	30,952	30,326	47,955	55,013	54,342	96,708

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Table 5. Shipping movement at United Kingdom ports

		Arrived				Departed			
			Thousand net tons				Thousand net tons		
		Number of Vessels	Total	Commonwealth (†)	Foreign	Number of Vessels	Total	Commonwealth (†)	Foreign
COASTING TRADE – GREAT BRITAIN									
With cargo:	August 1969	6,792	3,522	2,980	542	6,197	3,399	2,810	589
	August 1970	6,293	3,402	2,908	494	5,059	3,282	2,755	527
	Eight months ending August 1969	47,566	27,523	22,777	4,746	43,918	27,029	22,088	4,941
	Eight months ending August 1970	46,093	26,635	21,235	5,400	42,933	26,134	20,329	5,805
In ballast:	August 1969	7,255	3,129	2,648	481	7,446	3,066	2,576	490
	August 1970	7,179	3,048	2,501	547	7,320	3,186	2,706	480
	Eight months ending August 1969	48,199	23,611	18,824	4,787	49,459	22,709	18,394	4,315
	Eight months ending August 1970	44,782	23,114	17,598	5,516	46,499	22,753	17,957	4,796
COASTING TRADE – UNITED KINGDOM									
With cargo:	August 1969	7,488	4,152	3,481	671	6,788	3,931	3,231	700
	August 1970	7,164	4,125	3,489	636	5,843	3,929	3,279	650
	Eight months ending August 1969	53,826	32,581	27,000	5,581	48,749	30,952	25,374	5,578
	Eight months ending August 1970	52,501	31,777	25,389	6,388	47,955	30,326	23,847	6,479
In ballast:	August 1969	7,335	3,197	2,700	497	7,660	3,228	2,691	537
	August 1970	7,260	3,077	2,524	553	7,550	3,326	2,820	506
	Eight months ending August 1969	48,838	23,914	19,053	4,861	51,797	24,061	19,396	4,665
	Eight months ending August 1970	45,318	23,377	17,808	5,569	48,753	24,016	18,828	5,188

(†) Commonwealth and Irish Republic

Vehicle production in October

IN THE FOUR weeks ended October 31, 1970 the average rate of the recorded production of cars was 34,982 a week, 17 per cent higher than in the corresponding period last year, which covered the five weeks to November 1, 1969. The average rate of the recorded production of commercial vehicles was a record, at 11,274 a week, 47 per cent higher than last year.

Car and commercial vehicle production in October was much less seriously affected by industrial disputes than in most recent months. As a result, there was some making up of previous losses of production, especially of commercial vehicles.

In the 43 weeks to October 31, 1970 the average weekly rate of car production was 30,785, 6 per cent lower than in the 44 weeks to November 1, 1969; the rate of production for the home market was 1 per cent higher, but production for export was down by 13 per cent. In the same period, commercial vehicle production averaged 8,551 a week, 2 per cent lower than in the corresponding period last year for both the home and export markets.

On a seasonally adjusted basis, total production rose sharply in October, but comparing the three-month periods, August-October (which includes the exceptionally low month of September) and May-July, total car production fell by 7 per cent (8 per cent for the home market, 6 per cent for export) and total commercial vehicle production fell by 3 per cent with production for export lower by 7 per cent and no change in the level of production for the home market).

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but batte operated road vehicles are excluded.

Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of Weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		Totals	Home	Export	Weekly Average	Totals	Home	Export	Weekly Average
1963	52	1,607,939	958,766	649,173	30,922	403,781	238,876	164,905	7,765
1964	53	1,867,640	1,161,886	705,754	35,238	464,736	285,332	179,404	8,769
1965	52	1,722,045	1,069,374	652,671	33,116	455,216	280,976	174,240	8,754
1966	52	1,603,679	978,684	624,995	30,840	438,675	260,614	178,061	8,436
1967	52	1,522,013	988,273	563,740	29,846	385,106	245,692	139,414	7,406
1968	52	1,815,936	1,013,163	802,773	34,922	409,186	259,331	149,855	7,869
1969	53	1,717,073	892,758	824,315	32,398	465,776	272,998	192,778	8,788
1968 1st quarter	13	467,555	269,925	197,630	35,966	104,276	67,055	37,221	8,021
2nd quarter	13	489,132	264,041	225,091	37,626	104,465	66,754	37,711	8,036
3rd quarter	13	389,586	215,398	174,183	29,968	88,469	56,719	31,750	6,805
4th quarter	13	469,663	263,799	205,864	36,128	111,976	68,803	43,173	8,614
1969 1st quarter	13	451,156	239,544	211,612	34,704	120,445	71,361	49,084	9,265
2nd quarter	13	485,246	245,936	239,310	37,327	126,325	74,032	52,293	9,717
3rd quarter	13	354,572	185,096	169,476	27,275	98,435	57,463	40,972	7,572
4th quarter	14	426,099	222,182	203,917	30,436	120,571	70,142	50,429	8,612
1970 1st quarter	13	436,512	237,413	193,099	33,578	115,251	68,798	46,453	8,865
2nd quarter	13	470,164	263,064	207,100	36,166	132,415	78,431	53,984	10,186
3rd quarter	13	277,173	157,149	120,024	21,321	74,920	43,486	31,434	5,763
1969 July	5	132,969	70,941	62,028	26,594	37,032	21,536	15,496	7,406
August	4	106,789	51,590	55,199	26,697	28,063	16,168	11,895	7,016
September	4	114,814	62,565	52,249	28,703	33,340	19,759	13,581	8,335
October	5	148,877	78,098	70,779	29,775	38,389	23,017	15,372	7,678
November	4	129,177	64,176	65,001	32,294	39,313	22,142	17,171	9,828
December	5	148,045	79,908	68,137	29,609	42,869	24,983	17,886	8,574
1970 January	4	146,560	80,854	65,706	36,640	40,610	24,524	16,086	10,152
February	4	135,489	72,851	62,638	33,872	35,117	21,608	13,509	8,779
March	5	154,463	83,708	70,755	30,893	39,524	22,666	16,858	7,905
April	4	136,760	75,475	61,285	34,190	39,341	24,667	14,674	9,835
May	4	137,766	76,016	61,750	34,442	41,542	24,494	17,048	10,386
June	5	195,638	111,573	84,065	39,128	51,532	29,270	22,262	10,306
July	4	80,827	42,953	37,874	20,207	22,284	12,055	10,229	5,571
August	4	96,052	57,227	38,825	24,013	25,222	15,280	9,942	6,306
September	5	100,294	56,969	43,325	20,059	27,414	16,151	11,263	5,483
October	4	139,926	79,658	60,268	34,982	45,098	25,885	19,213	11,274

(*Continued on next page*)

VEHICLE PRODUCTION, *continued*

The seasonally adjusted series has been adjusted to exclude the effect of regularly recurring influences (e.g. holidays) but the figures still reflect the effect of factors that do not recur regularly (e.g. strikes).

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes.

Table 2. Production – seasonally adjusted
Monthly averages

Thousands

	Passenger Cars			Commercial Vehicles		
	Total	Home Market	Export	Total	Home Market	Export
1963	134	80	54	33·6	19·9	13·7
1964	156	97	59	38·7	23·8	15·0
1965	144	89	54	37·9	23·4	14·5
1966	134	82	52	36·6	21·7	14·8
1967	129	82	47	32·1	20·5	11·6
1968	151	84	67	34·1	21·6	12·5
1969	143	74	69	38·8	22·7	16·1
1968 1st quarter	143	84	59	32·4	21·2	11·2
2nd quarter	148	82	66	32·3	20·4	11·9
3rd quarter	157	85	72	34·5	21·7	12·8
4th quarter	158	87	71	37·1	23·0	14·1
1969 1st quarter	141	76	65	38·1	23·1	15·0
2nd quarter	150	78	72	39·5	22·9	16·6
3rd quarter	145	74	71	39·7	22·8	16·9
4th quarter	135	69	66	37·9	22·1	15·8
1970 1st quarter	138	76	62	37·2	22·7	14·5
2nd quarter	140	80	60	40·0	23·5	16·5
3rd quarter	116	64	52	30·8	17·5	13·3
1969 July	155	80	75	41·8	23·9	17·9
August	148	73	75	39·7	22·7	17·0
September	133	70	63	37·5	21·8	15·7
October	131	63	68	32·9	19·5	13·4
November	139	69	70	41·1	23·6	17·5
December	137	76	61	39·7	23·3	16·4
1970 January	154	83	71	44·0	27·0	17·0
February	135	76	59	35·5	22·6	12·9
March	125	69	56	32·2	18·7	13·5
April	133	75	58	38·3	23·9	14·4
May	134	75	59	41·5	24·3	17·2
June	152	89	63	40·3	22·4	17·9
July	120	63	57	31·2	16·7	14·5
August	136	80	56	37·0	21·9	15·1
September	92	50	42	24·3	14·1	10·2
October	150	79	71	47·8	27·1	20·7
Average of:						
May-July	136	76	60	37·6	21·1	16·5
August-October	126	70	56	36·4	21·1	15·3
Percentage change	*– 7*	*–8*	*–6*	*– 3*	N/C	*– 7*

General index of retail prices for October

THE DEPARTMENT of Employment and Productivity announced that at October 20, 1970, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 143.0 compared with 141.5 at September 22. The rise in the index during the month was due to higher prices for household coal and coke and tomatoes, the prices of which vary seasonally, higher rents for local authority dwellings, and higher prices or charges for many other goods and services.

'Statistical News' for November

A DESCRIPTION of computer facilities newly installed at HM Treasury which make possible further advances in techniques used for economic forecasting and research, is given in an article by Mr. G. Kunzle in the November issue of *Statistical News* (prepared quarterly by the Central Statistical Office and published by Her Majestys Stationery Office, price 6s. 0d.) These facilities are described in the article as 'an advanced management information system in the truest sense . . . . exploiting fully the power of modern computer technology.'

The November issue of *Statistical News* contains four other main articles: 'Towards a better understanding of the balance of payments figures'; 'Statistics of British aid'; 'Civil Service sickness absence survey'; 'The effect of variations in output on colliery profitability.'

ECGD business in third quarter

BUSINESS INSURED by the Export Credits Guarantee Department in the third quarter of 1970 totalled £737 million, below the record £757 million in the second quarter, but 11.7 per cent above the corresponding quarter last year. The decrease was mostly in business on up to six months credit, and is related to the temporary reduction in United Kingdom exports in that quarter.

Bank advances guaranteed by ECGD totalled £250 million compared with £240 million in the preceding quarter; an overall increase of 4 per cent. While advances covered by comprehensive guarantees to banks increased marginally (from £114 million to £118 million), those in respect of medium-term supplier credit transactions increased by 28 per cent (from £60 million to £77 million). Advances covered by buyer credit facilities are, however, 17 per cent below last quarter (£55 million compared with £66 million).

Large medium term supplier credit policies issued during the quarter include generating plant (£5.3 million), transmission equipment (£5.3 million), submarine cable (£4.3 million), petroleum refinery equipment (£3.9 million) bridges (£2.8 million) gas turbines (£2.5 million), and hotel (£1.9 million), and locomotives (£1.6 million).

Buyer Credit Guarantees were issued for defence equipment (£40.4 million) and railway equipment (£7.8 million).

Financial Guarantees were issued during the quarter for the sale of ships (11 guarantees), papermaking machinery, gas pipelines, generating plant, steelworks plant, transmission lines, and chemical plant.

Seven lines of credit, with a total loan value of £53.3 million, were guaranteed during the quarter, providing exporters of capital goods and defence equipment with opportunities in Portugal, Iran, Colombia, South Africa and Hungary.

The figures for the quarter are as follows:

Table 1. Shipments insured

All figures in £ million

	1969	1970	1970
	September quarter	June quarter	September quarter
Comprehensive business short-term credit	525	605	584
Comprehensive business over six months credit	49	66	75
Specific business	56	58	51
B.C.F. and Financial Guarantees	30	28	27
Total	660	757	737

Table 2. Advances guaranteed under financial facilities

(Relating to exports which appear or will appear in Table 1)

All figures in £ million

	1969	1970	1970
	September quarter	June quarter	September quarter
Comprehensive Guarantees to Banks related to comprehensive policies	94	114	118
Specific Guarantees to Banks related to comprehensive insurance policies	11	31	39
Specific Guarantees to Banks related to Specific insurance policies	30	29	38
B.C.F. and Financial Guarantees	46	66	55
Total	181	240	250

The above figures combine 'commercial' and 'national interest' business.

'Shipments insured' include, besides direct exports and third country trade, services declared as 'performed'. Shipments declared in connection with Financial and Buyer Credit Guarantees are also included – even though there is strictly no 'insurance' of the

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is Aldermanbury House, Aldermanbury, London, E.C.2 (01-606 6699). *The department has 20 local offices in various parts of the United Kingdom. A list is given on page xix of August 19 issue of the* Board of Trade Journal.

shipments. The first table therefore covers the whole of ECGD's turnover.

'Advances guaranteed' is the measure of bank financing covered by any form of ECGD guarantee to a bank (and thus in general qualifying for the special interest rates). They relate to exports which appear or will appear in Table 1, but also including, in the case of Financial and Buyer Credit Guarantees and of some Specific Guarantees, an element of interest covered by the Guarantee. In addition to these advances there is of course a large volume of export financing by banks against the assignment of a normal ECGD insurance policy.

Although every 'advance guaranteed' must (apart from any interest element) ultimately be matched by a 'shipment insured', there is no correspondence in time between the two tables – the guaranteed advance need not fall in the same quarter in which shipment is made.

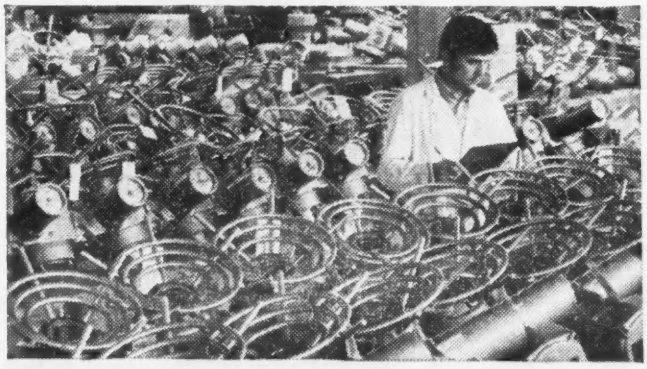
EXPORT CREDITS GUARANTEE DEPARTMENT

DURING THE QUARTER ended September 30, 1970, the Department assumed liability:

(a) under Section 1 of the Export Guarantees Act, 1968 and 1970, up to a maximum of £446,086,577 in respect of guarantees amounting to £594,175,291;

(b) under Section 2 of the Export Guarantees Act, 1968 and 1970, up to a maximum of £149,853,740 in respect of guarantees amounting to £150,288,978.

Mr. T. A. Nutt, sales director of Fords (Finsbury) Ltd., Bedford, a TI company, explains the operation of a pleated capsule rotary sealer to members of a delegation of Japanese brewers, bottling machinery engineers and journalists who visited the company recently. Fords export dairy and brewery equipment to over 100 countries. Sales to Japan are over £40,000 a year and growing.



Initial orders, valued at approximately £100,000 for a massive valve automation programme for the Shell (Curacao) NV oil refinery in the Caribbean, has been won by Rotork Controls Ltd., of Bath. The orders, for 365 Rotork actuators are part of what is believed to be the largest valve motorizing project ever carried out by Shell, who plan complete rebuilding and automation of all jetties, manifolds and pump stations in their Oil Movement Master Plan at Curacao.

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London Airport	101/1 Agents Building, Cargo Terminal, London Airport, (Heathrow), Hounslow, Middlesex.	01-759 3722
BIRMINGHAM	Wingair House, Birmingham Airport, Sheldon, Birmingham, 26.	021-743 8171
GLASGOW	98 West George Street, Glasgow, C.2.	041-332 5887
GLASGOW AIRPORT	Cargo Terminal No. 1, Abbotsinch, Paisley.	041-887 2181
IPSWICH	Dockside Office, Orwell Quay, Duke Street, Ipswich, Suffolk.	0473-59494
LEEDS	Wingair House, Leeds/Bradford Airport, Yeadon, Leeds. LS.19 7.TU.	09737-3121
LEICESTER	11 De Montfort Street, Leicester, LE.1 7.GE.	0533-25477
LIVERPOOL	Cunard Building, Liverpool, L.3 1.EU.	051-236 9931
LIVERPOOL AIRPORT	Room 13, Hangar No. 2, Speke, L.24 8.QE.	051-427 7329
MANCHESTER	261/5 Corn Exchange Building, Fennel Street, Manchester, M.4 3.HJ.	061-832 9386
MANCHESTER AIRPORT	Wingair House, Wythenshawe, Manchester, M.22 5.PU.	061-437 5956
NEWCASTLE	Milburn House, Dean Street, Newcastle-upon-Tyne, NE.99 1.ME.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, NPT 1.JT.	0633-58058
PRESTWICK	Cargo House, Prestwick Airport, Ayrshire.	0292-79275
SOUTHAMPTON	Alexandra House, 10-11 Queens Terrace, Southampton, SO.9 5.TR	0703-23731

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Exhibitions and Fairs

Capability of British nuclear power industry on show at Atomfair 70

A report by Charles Anson, Second Secretary (Commercial) British Embassy, Washington, DC

THE UNITED STATES Atomic Energy Commission has estimated that the United States will need to have about 150,000 megawatts of nuclear power in operation by 1980. Of this 150,000, 86,000 are either operating or under construction, leaving some 64,000 still to be ordered. Some 100 nuclear power plants are either being built now or are already in the planning stages, and a further 60 plants must be constructed before 1980 which, with a lead time of, say, six years, means that orders should be placed by 1975.

To foreign firms interested in the American market these figures speak for themselves. It is food for thought that if, for example, British industry could capture as little as 1/10th of 1 per cent of this potential market of $15 billion, it would mean $15 million worth of business in the United States for us over, say, the next five or six years.

Eight members of the British Nuclear Forum, in conjunction with the Department of Trade and Industry, launched a major drive to get a part of this lucrative potential market by participating in Atomfair 70 held in Washington, DC from November 16-18, and by immediately following up with a four-week tour (sponsored by the British National Export Council) of the major electric utilities and nuclear plant designers and manufacturers.

In addition to the BNF exhibitors, the United Kingdom Atomic Energy Authority participated in Atomfair with a particularly impressive display of their wide range of nuclear fuel services available to customers throughout the world.

An important objective of the British presence at Atomfair was to correct an all too common ignorance amongst some sectors of American industry of Britain's experience and capabilities in the nuclear power field, an ignorance summed up aptly by the question that one American engineer (i.e. an expert, not a member of the public) put to a representative of a British firm earlier this year – 'from which United States company does the United Kingdom buy all her nuclear power equipment and fuel?!

At Atomfair 70 seven major British nuclear power equipment and fuel suppliers, and the publishers of *Nuclear Engineering International*, together with the UKEA, set out to prove that Britain can supply equipment and services not only for our own gas, heavy water and liquid metal reactors, but also for the American designed light water reactors, as well as research and development plant for water reactors and more particularly for the United States liquid metal cooled reactors.

Atomfair is held every year concurrently with the annual winter meetings of the American Nuclear Society, whose membership consists predominantly of research scientists, engineers, professors and government representatives, and the Atomic Industrial Forum, whose membership is drawn mainly from private industry.

The British exhibitors, therefore, had an excellent opportunity to make their 'pitch' to senior technical and marketing personnel in the nuclear power field.

Although Atomfair is only held as an internional show every four years (the last International Atomfair was in 1968 and the next International show will be in 1972), foreign exhibitors are welcome every year. This year there were 56 exhibitors at Atomfair, 11 of whom were foreign (five British exhibitors, the European Nuclear Energy Agency and one other European firm).

Over 5,000 visitors

Altogether, Atomfair attracted over 5,000 visitors, all of them experts in one aspect or another of nuclear power.

It is, of course, always difficult to quantify the results of a highly specialized capital goods exhibition such as Atomfair because expensive and technical equipment of the type found in such sophisticated industries is not sold on impulse in the rather 'public' atmosphere of a trade show.

But the British group, whose stands were remarkably well located at the exhibition undoubtedly made an impact on visitors to the show and, therefore, helped to get across the message that Britain is an experienced leader in the field of nuclear power and for many types of equipment an attractive alternative source of supply. Probably the most useful result of British participation in Atomfair was the opportunity it gave the British firms that took part to make useful contacts and to meet key personnel in the American electrical utilities and manufacturing corporations with whom they would be having more detailed discussions during their four week mission around the United States on which they embarked immediately after Atomfair.

British Agricultural and Food Processing Exhibition, Tel Aviv: £60 million investment plans

AN ALL-BRITISH Agricultural and Food Processing Exhibition will be held in Tel Aviv from November 16-25, 1971.

Agriculture and food processing provided about a quarter of Israel's exports in 1969. We are informed that Israel plans to invest about £60 million in the various branches of agriculture over the next five years.

A loan from the International Bank for Reconstruction and Development for $20 million has just been granted for this purpose.

Israel's aim is to modernize and mechanize the industry to the greatest extent possible. Most of the plant and equipment required will have to be imported.

Products which are likely to be in demand are: agricultural machinery and implements; irrigation equipment, including pumps; cold storage equipment, including refrigerated vehicles; grading, sorting and packaging equipment; mechanical handling equipment; and plant protection products. Farm building construction equipment may also be required.

A comprehensive market research report, published in September 1970, is available from the Israel Committee of BNEC at £4 post free.

This exhibition will give British firms an excellent opportunity to display their products in Israel and take advantage of the growth in this sector of Israel's economy.

The exhibition is sponsored by the Israel Committee of BNEC and supported by the Department of Trade and Industry under its joint venture scheme. Under this scheme exhibitors are allowed free space and a shell stand. Other benefits include a refund of half the economy class return air fare for two representatives of each participating firms.

Overseas Exhibition Services Ltd., 11 Manchester Square, London, W1M 5AB (Tel. 01-486 1951) have been appointed exhibition organizers and will contact companies shortly. Applications should be sent to them not later than February 28, 1971.

'New look' Ideal Home show at Olympia

THE *Daily Mail* Ideal Home Exhibition has been completely re-styled for its 48th presentation at Olympia, London (March 2-27).

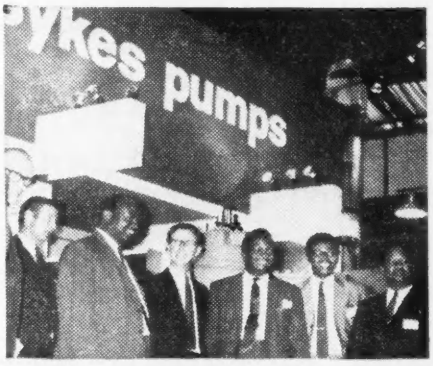
It will include an entirely new grand hall conception, extended international and food sections, larger areas for domestic equipment, and some new features.

A complete re-examination of all aspects of the show, will result in greater comfort for visitors.

The biggest break with tradition is the transfer of houses and gardens from the national and west halls into the grand hall.

Five houses will be set in landscaped gardens, which will no longer be a separate feature with an additional charge made. The gardens will be seen freely from a wide raised boulevard running down the centre of the grand hall.

AFRICAN VISITORS



A delegation of top African officials who are currently in the United Kingdom as part of an inward mission organized by the British National Export Council visited the Henry Sykes stand at the Public Works Exhibition. Pictured from left to right are Mr. F. Sharratt, Zambia, Commissioner of Works, Ministry of Power, Transport and Works; Mr. B. Lafinham, Nigeria, Western State (Ibadan) Area Mechanical Engineer, Ministry of Works; Mr. J. A. Akintoba, Nigeria, Western State (Ibadan) Commissioner for Ministry of Works and Transport; Mr. O. H. Jackson, Henry Sykes Ltd., overseas marketing manager; Mr. L. O. Ogbeda, Nigera Mid-West State (Benin) Chief Mechanical Electrical Engineer, Ministry of Works; and Mr. J. F. Gough, Henry Sykes Ltd.

Interocean '70 attracts 29 British firms

A report from the British Consulate-General (Commercial Section) Düsseldorf

DUSSELDORF, CAPITAL of North Rhine – Westphalia and often called the 'writing desk' of the Ruhr, was host to an impressive number of congress participants, exhibitors and visitors at the Interocean '70 held from November 10-November 15.

Organized by the Düsseldorf Messegesellschaft mbH (NOWEA) in conjunction with the Wirtschaftvereinigung Industrielle Meerestechnik, it was the first time that such an event had been held in this city.

The event was divided into two parts, a congress and an exhibition. Over 700 participants from 22 countries attended the lectures at the congress, and 141 specialists from Canada, France, Great Britain, The Netherlands, Sweden, Norway, United States and the Federal Republic gave papers on the developments and problems of marine research and technology.

At the exhibition, the latest developments in marine research techniques were demonstrated including electronic data processing equipment, under water stations, submarines and deep diving systems. Marine technology, a new and fast developing sector of industry, with an important role to play in the future, was well represented with equipment and apparatus for the extraction of food and minerals from the ocean.

The exhibition covered a net area of approximately 47,500 square feet and here 145 companies, 74 from foreign countries, attracted a large number of visitors. During the six days of its duration, Interocean '70 was seen by 12,000 visitors, one in every five coming from a foreign country.

Britain had the second strongest foreign representation with 29 firms participating, all under the auspices of the Association of British Oceanological Industries Ltd. with help from the Department of Trade and Industry. Other countries represented were the United States, with 38 firms, France (13), Canada (1), and the Netherlands (1).

Like the congress where many of the world's best-known scientists in the oceanographic's field were present, the exhibition too represented some of the leading nations in marine research and technology.

A good display

British exhibitors showed a wide range of instruments such as electro-mechanical, hydrographic and oceanographic instruments, comprehensive data acquisition systems, data logging equipment, strain cables and cable jointing equipment, as well as a deep diving submersible.

The stands of some of the firms explained the services these companies afford and on other stands a comprehensive selection of trade literature and journals were shown. A good number of interesting inquiries were received many of which, it was felt could lead to substantial orders.

The usefulness of Interocean '70 cannot however, be measured by how many actual orders were received, but rather by how much knowledge and new ideas were conveyed not only to those already active in this field, but to those who are only beginning to realize what a vast potential and what a promising future lies in the oceans of the world.

It is planned to hold a second Interocean exhibition in Düsseldorf in 1973.

Visitors to the ABOI/Department of Trade and Industry joint venture stand at Interocean '70 Düsseldorf receive an explanation from Mr. L. A. Fisher (right), of the wide range of specialized 'strain' cables manufactured by STC at their Newport Works.

East meets West at Incomat '70

A report from the British Embassy, Vienna

THE FOURTH biennal Incomat – the International Exhibition of Coin - Operated Machines—was held in Vienna from November 17-19.

The exhibition was divided into two sections one for automatic vending machines and the other showing amusement equipment.

Of the 80 firms represented, 26 were British. Of these 18 participated in two joint ventures with the Department of Trade and Industry, one with 11 member firms of the Amusement Trades Association, and the other with seven of the Automatic Vending Association of Britain. With the products of eight other British firms also being represented, the United Kingdom contingent was by far the largest.

HM Ambassador, Sir Peter Wilkinson attended the opening ceremony and subsequently toured the British stands.

One of the main claims to importance of the exhibition is that it is a venue equally accessible and popular with the Western and Eastern Europe; this was confirmed by the visitors from Yugoslavia, Hungary, Czechoslovakia, Scandinavia, Germany, Italy, Switzerland, Belgium, and Holland.

It was the particular opportunity of contact with buyers from the Eastern European countries which had brought some of the United Kingdom exhibitors to the exhibition, and the majority were well pleased with the results.

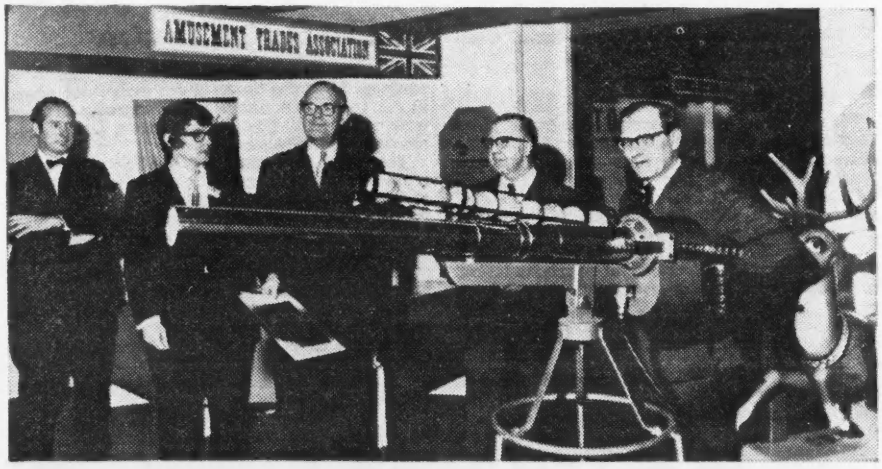
Future Prospects

The British stand in the vending section was the centre point of the exhibition and attracted considerable attention from visitors. Exhibitors were generally pleased with contacts made, and expected considerable business to result.

Those exhibitors venturing overseas for the first time found the opportunity to assess the whole European market at first hand extremely valuable. Lily Cups and Containers Ltd. received orders for £7,000-worth of goods, while Gloster Crusader Vending Ltd. were pleased to have obtained a trial order from Yugoslavia for £11,500 of the equipment.

The results in the amusement section were also very satisfactory. Once again new exporters were quite surprised by the amount of interest shown from all over Europe, and were particularly pleased with many trial orders received.

Memomatics Ltd. said that participation had led to the possibilities of trade in seven or eight markets which had not previously been considered. This firm had trial orders for £3,500-worth of its rotating paint machines and fruit machines, with possible follow up orders for hundreds of the former. Jamiesons of Bridlington received one firm order for £20,000-worth of their football game machines and expect considerable future business to follow.



Inspecting exhibits in amusement section at Incomat '70 are (left to right) Mr. D. J. Bysh, COI, installation officer, Mr. M. H. Connor, Commercial Officer, Vienna, HM Ambassador Sir Peter Wilkinson, Mr. A. Willis, secretary, Amusement Trades Association, and Mr. P. H. Scott, Commercial Counsellor, Vienna

Good prospects for British trade drive to Switzerland

HIGH AND increasing purchasing power together with a growing demand for automation, labour-saving devices and semi-finished products, and also for plant and equipment for new projects, were cited by Mr. Allan Rae, president of the British Swiss Chamber of Commerce and Director of CIBA AG, among reasons why Switzerland will continue to offer good prospects as a market for exporters from other countries.

Mr. Rae was speaking at a working luncheon at the Cafe Royal, London, on November 24, given by the BNEC/Export Council for Europe as a briefing session for trade associations and the press on the opportunities presented by the British Trade Drive to Switzerland.

In addition to representatives of the British Swiss Chamber of Commerce, the briefing session was attended by members of the Department of Trade and Industry, representatives of some 22 trade associations and of trade and national papers. The luncheon was hosted by Mr. Rex Bate, leader of the Export Council for Europe's Swiss team.

Complex involvement

Mr. Rae pointed out that one of the most important features of the Swiss economy was 'its extremely complex involvement in foreign trade'. Last year Britain's share of Swiss imports was 8.1 per cent.

'I will not presume to judge whether this share of 8.1 per cent corresponds to the capacity and potential of British exporting industry,' Mr. Rae said, 'I would, however, point out that Germany, the main supplier, accounts for almost 30 per cent of Swiss imports, while France's share is over 12 per cent and that of Italy about 10 per cent.'

Nevertheless, he said, Britain's present share represented a considerable achievement, and judging from the number of inquiries from Swiss firms received by the British Swiss Chamber of Commerce there was still a growing market for British goods ranging from personal and domestic items to heavy industrial and engineering products.

Automation, labour saving

'Switzerland will in future continue to offer good prospects as a market for exporters from other countries,' Mr. Rae continued. 'Above all it will be a promising market for Britain, and I say for Britain, firstly, because the chronic labour shortage offers a great opportunity to those British manufacturers who specialize in automation and labour saving devices and eequipment; second, because as a result also of the position in the labour market, Switzerland will have to resort more and more to the purchase of semi-finished products from abroad and which Britain can supply; thirdly, because Switzerland's Federal or Cantonal Governments will have a number of large projects for which openings could exist for equipment plant and know-how of United Kingdom specialist firms, and fourthly, because, as we have seen the amount of income available for optional purchases is becoming steadily larger in Switzerland, and products in the field of optional purchases Britain can also offer competitive with any other country.

'I have said that Switzerland will continue to offer good prospects in future. However, I must add that as in the past the market will be a hard and competitive one. Switzerland is a member of EFTA, and no longer imposes customs tariffs on most British goods. This is an undoubted advantage, although it is to be noted that in general the Swiss tariffs on goods even from non-EFTA countries are very low. This fact, together with the high purchasing power of the Swiss, means that a large number of potential sellers will be vying for the business; competition is therefore keen.

'In my opinion, the fulfilment of the demand for quality, which is also generally valid in the British market, together with service and continuity of supply provides the best basis for survival or expansion in, or entry into the Swiss market. The Swiss are an industrious and hardworking people and they respect and respond to evidence of these qualities in others. The Swiss market is not an easy one, but it can be a most rewarding one and I believe that the relations between Switzerland and Britain have been and still are such that, given the chance, the Swiss would as a preference, "Buy British".'

The British Trade Drive to Switzerland, jointly organized by the Department of Trade and Industry, the BNEC/Export Council for Europe, and the British Embassy and Consulates in Switzerland will consist of linked promotions, concentrating on categories of products that have been pin-pointed by the Embassy and Consulates as offering market prospects that justify a special effort by British exporters.

Promotions will consist mainly of joint ventures at Swiss trade fairs, inward and outward missions, and a series of consumer goods promotions in Zurich, Geneva and Berne, mainly during February and the autumn of 1971.

There will also be a fashion spectacular arranged by the Clothing Export Council in September 1971, and Consumer Durables Exhibitions in Zurich and Geneva in February 1971 organized by the BNEC.

First joint venture at Northeast Electronics Research and Engineering Meeting of the IEEE, Boston

A report from the British Consulate-General, Boston

ALTHOUGH a number of British firms have exhibited individually at this annual event for some years, 'NEREM 70' (November 4-6) was, however, the first time that United Kingdom companies under the sponsorship of the London Chamber of Commerce displayed their products under the joint venture scheme.

The three-day programme of technical sessions covered a wide range of subjects with emphasis on electronic applications in medical engineering, social and environmental problems. Mr. J. H. Collins, University of Edinburgh, Mr. B. R. Hearn, IBM United Kingdom development laboratories, and Mr. F. Heath, University of Manchester, were the British speakers at the technical sessions.

Cuts in government spending on research and development for defence projects have had a dampening effect on the electronics industry in the New England area; so, it was not surprising to note that attendance was down on last year and that the number of firms exhibiting had fallen from 325 in 1969 to 234.

The technical publications on the London Chamber of Commerce information stand attracted considerable attention, and many requests were received for subscription rates of British magazines. It may be taken as a sign of the times that the stand was peppered with requests for information about job prospects in the United Kingdom not only from reverse brain drain prospects, but also from Americans.

Weapon detector door

Five British companies were represented. Vero Electronics Ltd. showed their modern low profile instrument cases; Wayne Kerr & Co. Ltd. displayed a range of test equipment; Unimatic Engineers Ltd. featured microcircuit production and inspection aids; Rank Precision Industries Ltd., whose metal weapon detector door designed for airport security is in the process of being tested by the Department of Transportation in Boston, showed their electronic and moisture measuring equipment, and G.E.C. Measurements Ltd., had on view their measuring instruments, transducers, controllers, amplifiers and timers.

All five felt that NEREM provided a useful showplace for the exposure of their products, and that a number of potentially useful contacts had been made.

As a result of the show, it is hoped that business in the New England area might increase by some 300,000 dollars per year.

In addition to the joint venture companies, Marconi Instruments, who have exhibited at NEREM for several years, were again present together with their New England agents. Addelco Corporation of New England displayed a line of components made by EMI, and Astro Technology Ltd., of Gosport showed in conjunction with their principals Astro Technology Corporation of Tewksbury, Massachusetts, a line of inverted drilling machines for drilling printed circuits. Letraset USA, a subsidiary of Letraset of London and Ashford, also exhibited.

The United Kingdom made a contribution to the technical film programme with the showing of 'Something Big in Microcircuits' made by Mullard Ltd. In addition, a film about the Concorde's first flight was also shown.

NEREM is an important annual event in New England, and exhibitors come from all over the United States. Attendance this year was about 15,500.

Information about NEREM 1971 may be obtained from the NEREM exhibits secretary, Mr. Stewart Gibson at Box 324, Waltham, Massachusetts 02154.

Prototypes for the home at The Design Centre

NEW IDEAS for furniture, furnishings and other equipment for the home of the future are shown in the 'Here Tomorrow?' exhibition of prototypes which opened at The Design Centre, London, for six weeks on November 18.

The exhibition includes lighting and sound reproducing equipment; chairs, storage units and other furniture; disposable tea sets and a portable television; and clocks and playthings.

All the exhibits have been chosen by the Council of Industrial Design to illustrate innovation in solving a particular problem or in the use of materials; some items are likely to go into production while others simply indicate possible future development and require further work.

The prototypes have all been made either by an individual designer to meet his own personal requirements or have been designed as an ex periment for the future.

An entry charge of two shillings for adults and one shilling for children and students is being made for the 'Here Tomorrow?' exhibition; entry to the general displays of more than 1,000 well-designed British consumer goods in the main part of The Design Centre remains free.

Exhibitions and Fairs, *continued on page* 381

How the BBC External Services support the export drive

1. BROADCASTING ABOUT BRITISH INDUSTRY TO THE WORLD

by Oliver J. Whitley, Managing Director, BBC External Broadcasting

EARLIER THIS YEAR our German language service, which had just broadcast a programme about the British products on show at the Hanover trade fair, received a letter from an important scientific instruments firm in Berlin asking for details of a new copying machine – which uses powder instead of liquid – featured in the programme.

The other day I received this letter, addressed to me personally, from a listener in Africa.

'Dear Sir,

I have a family of eight persons living with me, and we wish to supplement our meagre income by establishing a home industry. I have saved £850 and I shall be grateful if you can help us with some ideas as to what we can do with such an amount. We prefer manufacturing small plastic items for the local trade.

Yours faithfully.'

That letter was obviously from someone who listens to us in English.

Why should an aspiring entrepreneur in an African township and a sophisticated firm in a major industrial nation turn to the BBC for advice?

The answer is that the BBC's External Services – with their international reputation for fair, unbiased reporting – make a point of covering British achievements in the fields of science, technology and industry. This reputation enhances the authenticity of their treatment of such subjects.

We try to tell these stories accurately – that goes without saying – but what is equally important, interestingly – otherwise our listeners may simply switch off. We tell them mainly in special science and industry programmes, in English and in many other languages. But a scientific or industrial story may also get into a general magazine programme, in competition with political, cultural and other stories.

A new BBC leaflet reminds British industrialists about the unique service that its External Services offer to exporters. As the leaflet explains, this is a service that no money can buy – and yet it is free. Are you taking advantage of it? Your competitors may be doing so.

If you have an interesting story about a new product, an invention, some particular success or outstanding export orders, the BBC External Services would like to know about it. I must emphasise in this context that we are not salesmen; but our reports do help to create a climate of opinion in which British goods find an easier market. Our audience research shows that those who listen to the BBC tend to buy more British goods than those who don't.

(Continued on page ii)

The story in pictures of how just one of many export stories came to be broadcast in the BBC World Service. Each week scores of export promotion items are broadcast by the BBC in up to 40 languages.

Right: After receiving a press release about the 'Mini 8' stereo car tape player, Peter Goodwin the 'New Ideas' programme editor, telephones the manufacturers, Smiths Industries Ltd. Patrick Fitzgibbon, press officer gives further details. Below (left): At Smiths Industries workshop the tape unit and twin speakers are tested. Later the editor describes the product in the 'New Ideas' programme script.
Centre: Producer, Bob Axworthy (left) discusses the programme with two of the 'New Ideas' team about to go 'on the air.'
Right: Later, in the Science, Industry and Agriculture Unit of the BBC at Bush House, 'New Ideas' secretary, Margaret de Rivas receives inquiries from abroad. She sends photostat copies to the makers.

BROADCASTING ABOUT BRITISH INDUSTRY, *continued*

The leaflet contains the address and telephone number of our Export Liaison Manager. His job is to tell our broadcasters about your productions and to advise you about what products make good stories and which of our various services would be most interested in them. May I suggest you make a note of our Export Liaison Manager's phone number now – it is 01-240 3456, Ext. 2393/2039, and the address – Export Liaison Manager, BBC External Services, Bush House, London, WC2B 4PH.

A few basic facts about the BBC External Services may interest you. Our World Service is on the air round the clock in English. We also broadcast in 39 other languages, making a total of over 720 hours a week of external broadcasting. These services cover everything from news and political comment to programmes about the British scene. Our activity as a great industrial nation finds its natural place among them.

Every day the External Services reach millions of listeners all over the world through direct broadcasts. In addition to this direct broadcasting items about British products and scientific and technical development are rebroadcast locally in more than 90 countries. We receive about a quarter of a million letters from listeners a year. A single weekly programme in the World Service called *New Ideas*, which is translated for foreign language use as well, attracted during the past year over 1,500 inquiries. It is thus that the BBC's External Services make their significant contribution to the promotion of British exports. New products are featured regularly and the names of manufacturers given. Many inquiries result from the broadcasts and are passed on to the firms concerned.

The BBC maintains close contact with the Department of Trade and Industry, the British National Export Council and other bodies concerned with exports. At the same time the BBC is anxious to hear from individual firms, both large and small, about an interestings development or success story affecting exports. It is important that whenever possible *advance* information is given.

At international trade fairs and other special events BBC broadcasts give special attention to British goods on display. We are therefore interested in information about trade missions or participation in overseas trade fairs. Any topical industrial story which has an application to export markets may produce a programme or an item in a programme in one or more of the External Services.

For instance, the Chinese Civil Aviation Mission to the United Kingdom in September was covered in its own right in the news in Chinese – and also in three separate programmes devoted to the Farnborough Air Show. And the £100,000 contract with Vosper Thorneycroft for frigates for Brazil, was widely covered by the Brazilian Service.

Of course, the BBC cannot undertake to broadcast all the stories it receives. Selection is essential if the interest of the listener is to be aroused. But there are numerous opportunities for fruitful co-operation between those who are responsible for publicizing and selling British products and those of us in broadcasting who are responsible for providing the world with a representative image of modern Britain.

Most of the work of preparing stories about industry and technology is carried out in the Science, Industry and Agriculture Unit, where a team of expert scriptwriters and producers provide up-to-date scripts for use in translation in the language services, and a whole range of specialized programmes in English for broadcast in the World Service. In addition, most of the language services have their own experts making use of the Unit's scripts and originating material of their own as well.

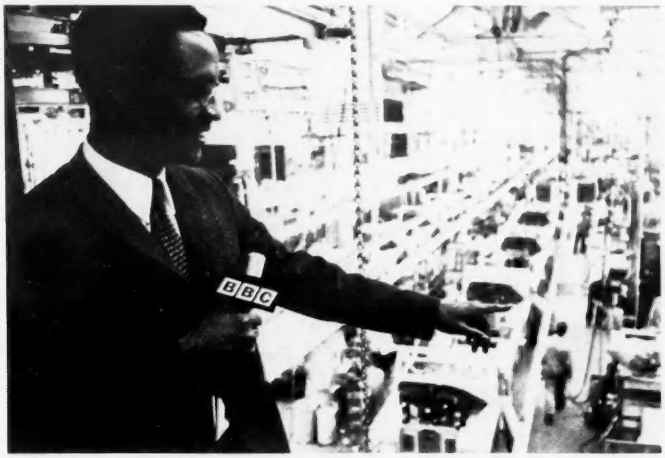
In all this we rely heavily on the co-operation of industry. All the expertise in the world cannot make a poor story into an interesting broadcast; but we believe that there are many excellent stories to be told, some of which we never hear of or only when it is too late. It depends on you. A brand new product, a novel process or invention, a striking export success – all these, if you tell us about them, may well make an interesting broadcast and help a British manufacturer to sell.

Roger Mortimer interviews Lord Stokes at the 1970 Motor Show for the BBC World Service, which broadcasts round the world 24 hours a day.

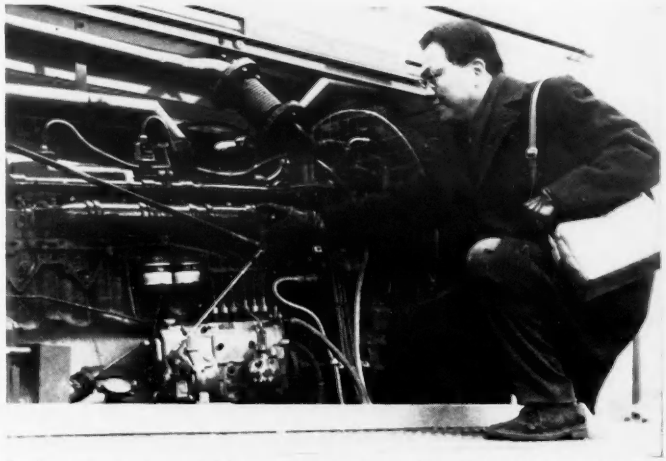
The BBC Spanish Service gave, as usual, full coverage to the Farnborough Air Display through a running commentary by Ruiz Medina, photographed here.

Prince Michael of Kent taking part in the Daily Mirror World Cup Motor Rally. He is shown here with Nigel Clarkson (left) and Gavin Thompson (right) team leader being interviewed by Alain Evans of the BBC French Service. They are driving an Austin-Maxi.

'Funmobile,' is a very descriptive name for the Scooter Ski Hunter. Here is Simo Laine of the BBC Finnish Service in the new British water scooter on the River Trent, for the technology programme broadcast in Finnish every Thursday.

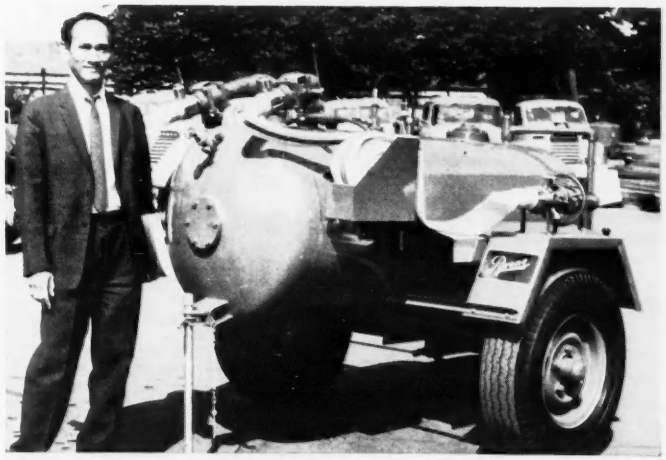


Ibrahim Makarfi watches Land Rovers on the production line at the Rover factory in the Midlands. He reported on his visit in the BBC Hausa Service.



F. K. Liu, the industrial correspondent of the BBC Chinese Service, inspecting the Rolls Royce engine that powers an industrial shunting locomotive manufactured by Thomas Hill Ltd.

Manfred Schonfeld, London correspondent of the Argentine daily 'La Prensa', is a regular contributor to the BBC Latin American Service. He is seen here describing equipment manufactured by English Numbering Machines Ltd. of Enfield, Middlesex.



Frans Hardjokusomo of the BBC Indonesian Service stands by one of the fire fighting trailers recently completed by the Pyrene Co. Ltd. Eight of these trailers were shipped to West Irian.

The BBC's global radio audience of millions listens to a wide variety of programmes—including the news, talks, interviews, light entertainment, sport, music and drama in English and 39 other languages. An important part of this daily programme output is news and information about British business, industry, finance, technology, agriculture and science. If you are an exporter with an interesting story about a British product you could be missing a valuable opportunity if you have not told the BBC External Services about it. Ring the BBC Export Liaison Manager NOW. BBC overseas broadcasts about British exports and British know-how are popular listening in many countries. Firms are named in the broadcasts and overseas inquiries resulting from a programme item are passed on to the exporter.

2. THE BBC'S SCIENCE AND INDUSTRY UNIT IN ACTION

PROJECTING AN IMAGE of modern industrial Britain to its vast overseas radio audiences is one of the important daily roles of the BBC External Services.

The Science, Industry and Agricultural Unit at Bush House, home of the External Services, is constantly on the look-out for scientific and technological news stories from Britain that will interest overseas listeners. The unit includes six science graduates, a farming expert and an electronics man. Each week the team produce four regular programmes for broadcast in the BBC World Service. The producers do not restrict themselves to their own fields. Some combine expertise, such as the biologist who is also an expert on nuclear power. Working with them are scriptwriters and interviewers.

The quest for programme material is never-ending. In the search for stories about British achievements and developments in science, commerce and technology this mobile BBC unit visits exhibitions, research departments and conferences. Where appropriate they arrange for an expert to be interviewed. The producers and writers also sift press releases, scientific, technical and trade journals, newspapers and house magazines for likely programme items.

Regular programmes each week in English produced by the unit for the BBC World Service include:

'Science in Action', a half-hour programme transmitted four times a week. It aims to be a topical 'radio journal' for non-specialists and deals with both pure and applied science.

'The Farming World' (20 minutes, three weekly transmissions) is directed primarily at 'influence groups' such as plantation managers, agricultural advisory offices, research workers, government officials and people in commerce.

'New Ideas' (10 minutes, five transmissions) is a shop window for British commercial products.

The unit also produces feature programmes. 'Centre of Research', a current series, deals with an important centre of research in Britain each week. In addition, the unit constantly feeds the BBC vernacular services with scripts and some 100 items are translated and broadcast in up to 39 languages each week.

Getting on the Air

What are particular points that the BBC Science, Industry and Agricultural Unit looks for in planning a broadcast? Here are some guidelines for British firms from the Unit: 'If your company or organization has a good story to tell about a scientific discovery, a piece of technical development or just a well designed consumer goods item, it may qualify for mention in a programme.

'Science in Action' incorporates an 'Industrial Newsletter' about major developments in applied science and engineering. **'The Farming World'** is interested in agricultural chemicals, veterinary developments and some farm machinery. **'New Ideas'** deals with products from consumer goods to small capital items such as might interest a garagiste, builder or small manufacturer. Goods *must* be made in Britain, and preferably designed here as well. They must be free from major export restrictions arising from licensing agreements, etc. In the case of **'New Ideas'** suppliers must be willing to deal with *all* overseas inquiries, large or small, which may arise from the programme.

3. IF YOU ARE AN EXPORTER, THIS MAN MAY BE ABLE TO HELP YOU

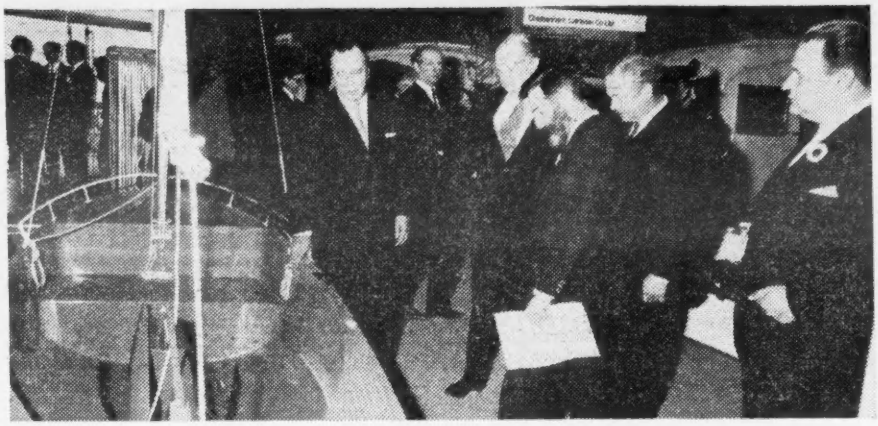
Ludwik H. Gottlieb, Export Liaison Manager of the BBC External Services.

If you have an interesting story about British inventions, new products or outstanding export orders tell Mr. Gottlieb, the BBC's Export Liaison Manager. The BBC may be able to help you tell your story to the world – or to your particular market area.

Ring Export Liaison Manager, telephone 01-240 3456, Exts. 2393/2093, or write: Export Liaison Manager, BBC External Services, Bush House, London WC2B 4PH.

Copies of a new leaflet explaining the BBC Export Promotion Service are available from the same address.

FLASHBACK TO EARLIER EVENT



At one of the earlier events of the trade drive in March 1970 British boats and caravans were exhibited at the Helsinki International Boat Show. Picture shows, in foreground from left to right, Mr. Vaino Leskinen, the then Finnish Minister of Trade, Mr. Bernard Ledwidge, the British Ambassador, Mr. W. R. Kavanagh (holding document) of Thomsons (Carron) Ltd., Mr. Adrian Reed, Commercial Counsellor at the British Embassy, and a representative of the Finnish Air Corporation.

Britain in Finland 1970—now for 1971

by A. H. Reed, Commercial Counsellor, British Embassy, Helsinki

THE LAST EVENT of the British Trade Drive – 'Britain in Finland 1970' – ended with the conclusion of the Medical Exhibition, 'Physicians Days', at which the Association of British Pharmaceutical Industry had a joint venture with the Board of Trade.

One of the main aims of the Trade Drive was to bring to the attention of the British exporter the opportunities existing for him and the advantages that lie in the Finnish market. This aim has been achieved if one goes merely on the numbers of British firms directly represented in the different events during the year. No less than 242 firms took part in 16 selling missions, 290 in eight joint ventures (including over 140 in the British Pavilion at the Helsinki International Fair) and an encouraging number took advantage of the atmosphere created by the Trade Drive to mount their own promotions. The events of the Trade Drive have been chronicled in different issues of the then *Board of Trade Journal* and there is no point in repeating them. A great impression has been made, not only on Finnish industry and Finnish importers, but upon the ordinary Finnish shopper. The Department of Trade and Industry, the British National Export Council, the Central Office of Information and the Commercial Department of the Embassy have all done their best to put British industry on the Finnish map. It is now up to the individual exporter to exploit the opportunities so created.

Ready sales

While a detailed analysis of the effects of the efforts made will clearly take a little time to prepare, certain broad trends are already apparent. On the consumer goods side textiles, men's and women's clothing and men's shoes have ready sales while the imports of British toys, speciality foodstuffs and giftware have risen sharply. British motor cars continue to sell well as do certain lines of consumer durables and a wide range of hardware including hand tools.

Capital goods are not bought on impulse but in a period of considerable industrial investment opportunities remain for firms able to meet Finnish requirements in design, price and delivery times. For the future, the Finnish growth industries – power generation, electronics, plastics, petro-chemicals and chemicals – deserve close attention. Finland is a country largely living by its exports and the sales of components, especially marine components, can be a lucrative one. With Finnish industry following the general European pattern and grouping into larger units there is a market for licensing agreements with resulting mutual profit and some British firms this year have concluded these with Finnish companies.

Long-term market

Earlier articles have stressed the importance of keeping in close touch with Finnish agents and customers by visiting them and by inviting them to the United Kingdom. The market is a long-term one and the Finns themselves once convinced are very loyal customers. It is particularly important that during 1971 the contacts achieved in 1970 should be maintained and strengthened.

Only by nursing the market in this way are further orders likely to be gained. A sure way to destroy the advantages achieved during the Trade Drive is to fail to maintain promised deliveries. Firms who, in 1970, put Finland at the top of their export list but follow up by putting Finland at the bottom of their production priority are unlikely to get further orders. Maintaining promised deliveries and nursing future orders are both an essential part of follow up to the Trade Drive.

Note: This article was written before the recent announcement of temporary restrictions on short term credit, which will bear on a wide range of consumer goods imported into Finland. (See *Trade and Industry* of November 25).

Opportunities for British construction and building materials at Soviet exhibition

by Q. Davies, Second Secretary (Commercial), British Embassy, Moscow

THE SOVIET biulding materials and construction industry is the largest in the world, employing 10 million people. In the past four years it has been responsible for the construction of new fixed capital investments to the value of 260,000 million roubles. It is now clear that, in the next Five Year Plan period the industry's targets will be set even higher, and that consequently the Soviet Union will be looking increasingly to the West to meet its requirements in this field. The market is likely to be greatest for equipment and technology for the production of advanced building materials – though sales of the former may well be accompanied or preceded by sales of the finished materials themselves.

Greatest need

The need is greatest for equipment to produce cost-saving or time-saving materials. Design considerations are of secondary importance. There are likely to be opportunities for selling advanced equipment for the cement industry, for the production of gypsum, light fillers and high-strength concretes, of prefabricated reinforced concrete, of ceramic building materials, of structural glass, of flooring and roofing materials including polymer materials, of heat-insulating and acoustic materials and of abestos and aluminium and glued wooden construction elements.

Notable opportunity

A notable opportunity to enter the Soviet market in these and other fields will be provided by an international exhibition to be held in Moscow from September 8-22, 1971 devoted to 'building materials and equipment for their production' (with the emphasis very strongly on the latter): 'Stroimateriali – '71'. The exhibition is itself, of course, one indication of the intention of the Soviet authorities to make substantial purchases in this field from the West. Moreover, as with other exhibitions, special funds will be laid aside to make purchases from among the exhibits – though there is of course no guarantee of particular exhibits being purchased – and the exhibition itself will assemble all the relevant officials and specialists from all over the Soviet Union thus providing a unique opportunity to make an impact on the market. Coming as it does at the beginnning of a new Five Year Plan this exhibition is likely to influence the purchasing decisions of Soviet buyers for some years to come.

Further details about this exhibition and the 'Conditions of Participation' and list of contents may be obtained from Mr. J. R. Schaffer in Fairs and Promotions Branch of the Department of Trade and Industry (address: Tower Block, Hillgate House, 26 Old Bailey, London, EC4M 7HU, telephone: 01-248 5757, Ext. 7246).

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Division, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146).

Changes in the Programme of Trade Promotions and in the Classified lists of Trade Fairs and Exhibitions throughout the world (published on November 4 1970)

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS

TAKING PLACE WITH DEPARTMENT OF TRADE AND INDUSTRY ASSISTANCE

Further details about an event may be obtained from the officer named (Tel. 01-248 5757). Inquiries for details of the Joint Venture Scheme under which the DTI co-operates with trade associates, and any general inquiries in connection with Section I (Tel. 01-248 5757, Ext. 7200).

(a) GENERAL

DELETE - 1971

METZ:
International Trade Fair - September/October, 1971

MARSEILLES:
International Trade Fair - September/October, 1971

AMENDMENTS - 1971

International Spring Fair - April 19-25, 1971
This entry should be amended by deleting
(ii) Association of Musical Instruments Industries.
(iii) Hotel & Public Buildings Export Group (HOPBEG).
(B. L. Banks, Ext. 7213)

GOTHENBURG:
International Trade Fair - May 7-16, 1971
This entry should be amended to read:
Joint venture with the Scottish Council.
(Miss J. M. Coker, Ext. 308)

LISBON:
International Trade Fair - June, 1971
This entry should be amended to read:
June 9-23, 1971
Joint venture with Birmingham Engineering and Building Centre.
(Miss F. King, Ext. 7092)

SYDNEY:
International Trade Fair - August 13-22, 1971
This entry should be amended by adding:
(iii) British Photographic Export Group.
(Mrs. I. M. Janzen Ext. 7093)

ADDITIONS - 1971

BRNO:
Second International Consumer Goods Fair - April 18-25, 1971
Joint venture with the British Hosiery and Knitwear Export Group.
(B. L. Banks, Ext. 7213)

INNSBRUCK:
39th Innsbruck Fair - September, 1971
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)

DELETE - 1972

NEW DELHI:
Third Asian Trade Fair - 1972

(b) SPECIALIZED

DELETE - 1971

TORONTO:
Display of British Menswear - March 28-31, 1971

PARIS:
International Fur Trade Exhibition - April 17-22, 1971

ZARAGOZA:
International Agricultural Machinery Fair - April 18-22, 1971

STUTTGART:
International Hospital Hospital Exhibition - May 11-14, 1971

NOVI SAD:
International Agricultural Exhibition - May, 1971

BASLE:
5th International Exhibition of Laboratory, Chemical Engineering, Measurement and Automation Techniques in Chemistry (ILMAC) - September 13-18, 1971
The Department of Trade and Industry is investigating the possibility of arranging joint venture participation at this event as part of next year's Trade Drive to Switzerland. Firms interested in taking part or requiring further details should contact Mr. T. E. Kerfoot (Tel. 01-248 5757, Ext. 7011).

AMENDMENTS - 1971

NEW YORK:
National Children's Wear Association Display of British Children's Wear - January 1-10, 1971
The dates of this entry should be amended to read:
January 3-10, 1971.
(H. Gladwell, Ext. 318)

FRANKFURT:
International Fair for Home Furnishing Textiles - January 13-17, 1971
This entry should be amended by adding:
(iv) The Association of Oriental Carpet Traders of London.
(K. J. C. Edgington, Ext. 7201)

CLEVELAND:
Pittsburgh Conference on Analytical Chemistry and Applied Spectroscopy - February 28-March 5, 1971
The dates of this entry should be amended to read:
March 1-5, 1971.
(P. J. Dring, Ext. 7097)

COLOGNE:
International Fair for the Child - March 19-21, 1971
This entry should be amended by deleting joint venture with British Nursery Goods Association.
(Miss H. McKinlay, Ext. 7203)

MUNICH:
International Fashion Week - March 27-April 1, 1971
The dates of this entry should be amended to read:
March 28- April 1, 1971.
(Miss H. McKinlay, Ext. 7203)

CHICAGO:
Federation of American Societies for Experimental Biology Exhibition - April 13-19, 1971
The dates of this entry should be amended to read:
April 12-16, 1971.
(F. J. Dring, Ext. 7097)

BOLOGNA:
International Perfumery and Cosmetics Exhibition - April 28-May 3, 1971
This entry should be amended to read:
Joint venture with Westminster Chamber of Commerce.
(Miss F. King, Ext. 7092)

DUSSELDORF:
European Footwear Samples Display (GDS) - April, 1971
The dates of this entry should be amended to read:
March 27-29, 1971.
(Miss H. McKinlay, Ext. 7203)

COLOGNE:
International Fair of Accessories and Materials used for Woodworking, Furniture, Upholstery, Furniture and Mattresses for House, Ship and Vehicle Building, and Light Constructional Work (INTERZUM) - May 13-16, 1971
This entry should be amended to read:
Joint venture with the British Carpets Export Promotional Council.
(S. Bickel, Ext. 7216)

PARIS:
International Aeronautics & Space Exhibition – May 27-June 6, 1971
The contact for this event should be amended to read:
(R. J. Ager, Ext. 7207)

MILAN:
Carpet and Furnishing Textiles Fair – May, 1971
The dates of this entry should be amended to read:
May 19-23, 1971.
(Miss F. King, Ext. 7092)

BRNO:
International Packaging Exhibition 'EMBAX' – June 21-25, 1971
This entry should be amended to read:
Joint venture with the Institute of Packaging.
(B. L. Banks, Ext. 7213)

JOHANNESBURG:
Plastics 71 – June 21-26, 1971
This entry should be amended to read:
Joint venture with the British Plastics Federation.
(K. R. Timmins, Ext. 7104)

MELBOURNE:
Australian International Education Exhibition – June 28-July 2, 1971
This entry should be amended to read:
Joint venture with Industrial Council for Educational and Training Technology.
(Mrs. I. M. Janzen, Ext. 7093)

MELBOURNE:
Ninth International Conference on Medical and Biological Engineering – August 23-27, 1971
This entry should be amended to read:
Joint venture with British Hospitals Export Council.
(Mrs. I. M. Janzen, Ext. 7093)

COLOGNE:
International Men's Fashion Week – August 27-29, 1971
The dates of this event should be amended to read:
August 19-22.
(S. Bickell, Ext. 7216)

GENEVA:
Conference and Exhibition on Peaceful Uses of Atomic Energy – September 6-16, 1971
This entry should be amended to read:
Joint venture with the United Kingdom Atomic Energy Authority.
(T. E. Kerfoot, Ext. 7011)

JOHANNESBURG:
Instrument and Automation Exhibition – September 30-October 5, 1971
This entry should be amended to read:
Joint venture with the British Electrical and Allied Manufacturers Association.
(K. R. Timmins, Ext. 7104)

MILAN:
International Household Goods and Hardware Exhibiton (MACEF) – September, 1971
The dates of this entry should be amended to read:
September 1-5, 1971
(Miss F. King, Ext. 7092)

COLOGNE:
International Household Goods and Hardware Fair – September, 1971
The dates of this entry should be amended to read:
September 5-7, 1971.
(S. Bickel, Ext. 7216)

AMSTERDAM:
International Radio and Television Exhibition (FIRATO) – September, 1971
The dates of this entry should be amended to read:
September 9-19, 1971.
(T. E. Kerfoot, Ext. 7011)

ATLANTA:
Bobbin Show – September, 1971
The dates of this event should be amended to read:
September 15-17, 1971
(R. J. Middleton, Ext. 7176)

CHICAGO:
Marine Trades Exhibit and Conference – September, 1971
The dates of this entry should be amended to read:
September 23-26, 1971.
(P. J. Dring, Ext. 7097)

DUSSELDORF:
European Footwear Samples Display (GDS) – September, 1971
The dates of this entry should be amended to read:
September 25-27, 1971.
(Miss H. McKinlay, Ext. 7203)

MILAN:
International Office Machinery and Equipment Exhibition – September, 1971
The dates of this entry should be amended to read:
October 26-31, 1971.
(Miss F. King, Ext. 7092)

COLOGNE:
International Trade Fair of Sports Goods Camping Equipment and Garden Furniture (SPOGA) – October, 1971
The dates of this entry should be amended to read
(S. Bickel, Ext. 7216)

UTRECHT:
International Exhibition of Machinery and Equipment for the Chemicals, Foodstuffs and Food and Drink Industries (MACHEVO) – October, 1971
The dates of this entry should be amended to read:
October 14-21, 1971.
(T. E. Kerfoot, Ext. 7011)

TOKYO:
British Capital Goods Exhibition – November, 1971
This entry should be amended to read:

TOKYO:
Health and Environment Exhibition – March 1-7, 1972
Joint venture with the British National Export Council.
(Mrs. I. M. Janzen, Ext. 7093)

ADDITIONS – 1971

TORONTO:
Canadian Hardware Show – February 8-10, 1971
Joint venture with Hardware Manufacturers Association.
(Mrs. G. Naughton, Ext. 7204)

ZURICH:
International Clothing Exhibition – March 7-10, 1971
Joint venture with the Clothing Export Council.
(T. E. Kerfoot, Ext. 7011)

SAN FRANCISCO
'Target California' – Display of British Men's Sportswear – March 12-19, 1971
Joint venture with Clothing Export Council.
(C. J. Mather, Ext. 265)

SAN FRANCISCO:
'Target California' – Display of British Women's Outerwear – March 20-26, 1971
Joint venture with the Clothing Export Council.
(C. J. Mather, Ext. 265)

NEW YORK:
National Association Men's Sportswear Buyers (NAMSB) – March 21-24, 1971
Joint venture with the Clothing Export Council.
(R. J. Middleton, Ext. 7176)

KUWAIT:
British Trade Drive. Hospital Equipment and Pharmaceutical Exhibition – March 28-April 1, 1971
Joint venture with the British Hospitals Export Council.
(J. A. Swinton, Ext. 7209)

LOS ANGELES:
'Target California' – British Display of Women's Outerwear – April 12-16, 1971
Joint venture with the Clothing Export Council.
(C. J. Mather, Ext. 265)

SAO PAULO:
International Packaging and Graphic Arts Exhibition – May 10-16, 1971
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

COLOGNE:
International Exhibition of Sports Facilities and Bath Installations, with International Convention – May 10-13, 1971
Joint venture with the London Group of Building Centres.
(S. Bickel, Ext. 7216)

NEW YORK:
National Electronic Packaging and Production Conference (NEPCON EAST) – June 15-17, 1971
Joint venture with British National Export Council.
(H. Gladwell, Ext. 318)

DORTMUND:
International Poultry Exhibition – June 24-27, 1971
Joint venture with the British Agricultural Export Council.
(Miss H. McKinlay, Ext. 7203)

JOHANNESBURG:
Airex 71 – August 2-7, 1971
Joint venture with Heating Ventilating and Air Conditioning Manufacturers Association.
(K. R. Timmins, Ext. 7104)

HOUSTON:
National Shoe Fair – September 12-15, 1971
Joint venture with the British Footwear Manufacturers Federation.
(R. J. Middleton, Ext. 7176)

LYONS:
International Hardware Exhibition – September 24-27, 1971
Joint venture with the London Building Centre.
(M. A. Burrows, Ext. 7205)

TORONTO:
Canadian Welding Society Show – September 28-30, 1971
Joint venture with the appropriate trade association.
(Mrs. G. Naughton, Ext. 7204)

JOHANNESBURG:
Chemex 71 – September 30-October 5, 1971
Joint venture with the British Chemical Plant Manufacturers Association.
(K. R. Timmins, Ext. 7104)

MUNICH:
International Fashion Week – October 3-7, 1971
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

DUBLIN:
Irish Hardware and Household Goods Exhibition – October 12-15, 1971
Joint venture with appropriate trade association.
(K. R. Timmins, Ext. 7104)

MILAN:
Industrial Cleaning Maintenance and Sanitation Exhibition (Pulisan) – October 14-18, 1971
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – October 24-28, 1971
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

LISBON:
Engineering Symposium and Exhibition – October, 1971
Joint venture with the London Chamber of Commerce.
(Miss F. King, Ext. 7104)

AMENDMENTS – 1972

COLOGNE:
International Fair for the Child – October 1972
The dates of this entry should be amended to read:
October 13-15, 1972.
(Miss H. McKinlay, Ext. 7203)

ADDITIONS – 1972

GENOA:
International Boat, Camping and Caravan Exhibition – February 1972
Joint venture with appropriate trade association.
(Miss F. King, Ext. 7092)

DUSSELDORF:
International Fashion Trade Fair (IGEDO) – April 1972
Joint venture with the Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

MUNICH:
International Fashion Week – April 1972
Joint venture with Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

CHICAGO:
Design Engineering Show – April 1972
Joint venture with appropriate trade associations.
(P. J. Dring, Ext. 7097)

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – May 1972
Joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

FRANKFURT:
International Dairy Engineering Exhibition – September 8-12, 1972
Joint venture with the Dairy Engineers Association.
(K. J. C. Edgington, Ext. 7201)

DUBLIN:
Commercial Productivity Exhibition – September 1972
Joint venture with Business Equipment Trade Association.
(K. R. Timmins, Ext. 7104)

MUNICH:
International Fashion Week – October 1972
Joint venture with Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

DUSSELDORF:
International Fashion Trade Fair (IGEDO)) – October 1972
Joint venture with Clothing Export Council.
(Miss H. McKinlay, Ext. 7203)

FRANKFURT:
International Textiles for Clothing Exhibition (INTERSTOFF) – November 1972
Joint venture with the Textile Promotion Consultative Committee.
(K. J. C. Edgington, Ext. 7201)

MUNICH:
International Trade Fair for Production in the Electronic Industry (ELECTRONICA) – November 1972
Joint venture with the Electronic Components Board.
(K. J. C. Edgington, Ext. 7201)

(c) BRITISH WEEKS AND STORE PROMOTIONS

AMENDMENTS – 1971

NEW ZEALAND:
Haywright's – February/March 1971
This entry should be amended by deleting Mr. W. Dodge, Marks and Spencer Ltd., Michael House, Baker Street, London W1 (01-935 4222) from the text.
(Mrs. I. M. Janzen, Ext. 7093)

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Amendments and Additions to Classified Trade Fairs and Exhibitions—Sections II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and condition of participation, but the Department of Trade and Industry, Trade Promotions Branch, Tower Block, Hillgate House, 26 Old Bailey, London, EC4M 7HU, will be pleased to answer general inquiries. The telephone number of the DTI is 01-248 5757, extensions:

Eastern Europe, including Eastern Germany, North Africa, Middle East	7246
Bonn, Cologne, Dortmund, Düsseldorf, Essen and Hamburg	225
Other towns in West Germany	7180
France, Iceland and Norway	7205
Denmark, Finland and Sweden	7207
Switzerland, Netherlands, Belgium, Luxembourg	7011
South and Central America, Italy, Spain, Portugal, Austria, Irish Republic, Greece, Turkey, Cyprus, Malta and Africa	505
Australia, New Zealand, Asia	7099
United States, Mid West and West Coast only	265
Other towns in the United States, Canada, Caribbean	7094
United Kingdom	7109

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

TRADE FAIRS AND EXHIBITIONS IN EUROPE – Section II

DELETE – 1971

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition – April

GOTHENBURG:
Hotel and Restaurant Exhibition (INTERREST '71) – October-November

AMENDMENTS – 1971

PARIS:
Fancy Leather Goods and Travel Articles Fair – January 10-15
Address should be amended to read: 6 Rue Beranger 75, Paris 2e, SPONEX 742.24.60.

PARIS:
Carpet and Floor Covering Exhibition – January 20-25
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

PARIS:
International Lighting Fair – January 20-25
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

PARIS:
International Furniture Exhibition – January 21-25
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

PARIS:
International Pleasure Boat Exhibition – January
Dates should be amended to read: January 8-18.

BRUSSELS:
International Motor Show – January
Dates should be amended to read: January 19-31.

PARIS:
Exhibition of Artistic Workshop – January
Dates should be amended to read: January 20-25.

GOTHENBURG:
Scandinavian Lighting Fair – January
Dates should be amended to read: January 27-31.

PARIS:
Exhibition of Artistic Workshop – January
Address should be amended to read: M. Richardiere, Mme. Beaux, 45 Rue des Petites-Ecuries 75, Paris 10e, 770.81.15.

PARIS:
Children's Fashion Show – February 7-10
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

PARIS:
International Toy Fair – February 14-20
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

MILAN:
International Fancy Goods, Stationery and Giftware Exhibition (CHI-BI-CAR) – February
Dates should be amended to read: January 31-February 7

PARIS:
Corsetry and Lingerie Exhibition – February
Dates should be amended to read: February 13-16.

PARIS:
Knitting Industries Exhibition – February
Dates should be amended to read: February 13-16.

COPENHAGEN:
International Men's Fashion Fair – February
Dates should be amended to read: February 21-23.

DUSSELDORF:
4th International Congress and Fair of Modern Shopfitting and Display (EUROSHOP) – February 23-27
Dates should be amended to read: February 23-27, 1972.

OFFENBACH:
International Leather Goods Fair – February
Dates should be amended to read: February 27-March 4.

PARIS:
Exhibition of Lace Embroidery and Fabrics for Corsetry-Lingerie – February
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

PARIS:
Corsetry and Lingerie Exhibition – February
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

PARIS:
International Agricultural Exhibition – March 6-14
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

PARIS:
International Agricultural Machinery Exhibition (SIMA) – March 9-14
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

COPENHAGEN:
Fashion Fair – March 14-17
Full address to apply to should read: Udstillinghallen Forum A/S, Julius Thomsens Plads 1, 1925 Copenhagen V.

PARIS:
International China, Glassware and Pottery Exhibition – March 28-April 2
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

PARIS:
International Exhibition of Electronic Components – March 31-April 6
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

MUNICH:
International Exhibition of Building Machinery (BAUMA) – March
† The dates should be amended to read: February 27-March 7.

PARIS:
International Domestic Arts Exhibition (Arts Menagers) – March
Dates should be amended to: February 27-March 14.

CAGLIARI:
Sardinian International Samples Fair – March
The dates should be amended to read – March 16-28.

MUNICH:
Fashion Week – March
The dates should be amended to read: March 28-April 1, and address to: Mode Woche, München Gmbh, Theresienhöhe 15, 8 München 12.

PARIS:
International Domestic Arts Exhibition (Arts Menagers) – March
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

MARSEILLES:
Spring Fair – March-April
Dates should be amended to read: March 25-April 5.

COPENHAGEN:
Building for Billions – March-April
Dates should be amended to read: March 26-April 4.

TOULOUSE:
International Agricultural Production and Rural Equipment Exhibition – March-April
Dates should be amended to read: March 30-April 4.

PARIS:
International Exhibition of Women's Ready-to-Wear (PRET A PORTER) – April 17-22
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

PARIS:
International Chemical Exhibition – April 19-25
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (INTERSUC) – April 24-27
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5.

MUNICH:
International Light Industries and Handicrafts Fair – April
* Dates should be amended to read: March 13-21.

SAARBRUCKEN:
International Saar Fair – April
Dates should be amended to read: April 17-25.

GOTHENBURG:
International Trade Fair – May
Dates should be amended to read: May 7-16.

OSLO:
International Shipping Exhibition – May
Dates should be amended to read: May 10-15.

MILAN:
Carpet and Furnishing Textiles Fair – May
Dates should be amended to read: May 19-23.

PARIS:
The Business Gift Fair – May
Dates should be amended to read: May 19-25.

PARIS:
International Surface Treatment and Industrial Finishing Exhibition – May
Dates should be amended to read: June 7-12.

HELSINKI:
Heating, Plumbing and Air Conditioning Fair – May
Dates should be amended to read: May, 1972.

PARIS:
International Textile Machinery Exhibition – June-July
Dates should be amended to read: June 22-July 1.

OFFENBACH:
International Leather Goods Fair – August
The dates should be amended to read: August 28-September 1.

MILAN:
International Household Goods and Hardware Exhibition (MACEF) – September 5-8
Dates should be amended to read: September 1-5.

DIEPPE:
Franco-British Trade Fair – September
Dates should be amended to read: September 4-12.

PARIS:
Exhibition of Artistic Workshop – September
Dates should be amended to read: September 5-10.

BARI:
International Levant Fair – September
Dates should be amended to read: September 9-20.

PARIS:
Exhibition of Artistic Workshop – September
Address should be amended to read: M. Richardiere, Mme. Beaux, 45 Rue des Petites-Ecuries, 75 Paris 10e, 770.81.15.

PARIS:
International Business Machines and Office Equipment (SICOB) – September-October
Dates should be amended to read: September 23-October 2.

MILAN:
International Office Machinery and Equipment Exhibition (SMAU) – September-October
Dates should be amended to read: October 26-31.

MILAN:
European Machine Tool Exhibition – October 2-10
Address to apply to should be amended to read: Machine Tool Trades Association, 62 Bayswater Road, London, W.2 (Tel. 01-402 6671).

BUCHAREST:
International Trade Fair – October 13-24
Dates should be amended to read: October 13-24, 1972.

PARIS:
International Open Air Equipment and Fishing Exhibition – October 16-19
Address should be amended to read: French Trade Exhibition, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Women's Ready-to-Wear (PRET A PORTER) – October 23-28
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

MILAN:
International Packaging Exhibition (IPACK-IMA) – October 24-30
Dates should be amended to read: May 24-30.

MUNICH:
Fashion Week – October
Dates should be amended to read: October 3-7, and address to Mode Woche München Gmbh, Theresienhöhe 15, 8 München 12.

PARIS:
International Shopfitting and Trade Equipment Exhibition (EQUIPMAG) – October
Dates should be amended to read: October 14-25.

PARIS:
Salon International Hotel and Catering Equipment (EQUIP' HOTEL) – October 14-25
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

COPENHAGEN:
International Trade Fair – October
Dates should be amended to read: October 15-24.

BRUSSELS:
International Exhibition of Hospital and Medical Equipment – November
Dates should be amended to read: October.
Address to apply to should be amended to read: Robert Brandon, Exhibitions and Trade Fairs, 10 Clifford Street, London, W.1 (Tel. 01-734 0511).

PARIS:
Do-It-Yourself Exhibition – November
Dates should be amended to read: November 4-15.

UTRECHT:
International Furniture Exhibition – November
Dates should be amended to read: November 8-13.

PARIS:
Childhood Youth and Family Exhibition – October-November
Dates should be amended to read: October 28-November 11.

HELSINKI:
Television and Radio Show – October-November
Dates should be amended to read: September, 1972.

PARIS:
International Building Exhibition (BATIMAT) – November
Dates should be amended to read: November 18-28.

COPENHAGEN:
International Agricultural Machinery Fair (AGRIMA) – December
Dates should be amended to read: December 1-4.

ADDITIONS – 1971

PARIS:
Salon Nautique International de Plaisance – January 8-18
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. 01-734 0411).

PARIS:
International Audio-Visual Exhibition – January 14-20
Apply, Cidav, 7 Avenue George V, Paris 8e.

PARIS:
French Fancy Jewellery Exhibition – January 17-25
Apply, M. Jullien, 10 Rue Charlot 75, Paris 3e.

GHENT:
International Textile and Clothing Industry's Exhibition (TEXTIRAMA) – February 5-9
Apply, Textirama v z w, Martelaarslaan 65, Koning Ghent.

COPENHAGEN:
International Boat Show – February 6-14
Apply, A/S Skandianavisk Badudstilling, Forum Copenhagen.

MONTE CARLO:
International Audio Visual Exhibition – February 10-20
Apply, Callia, 37 Rue de Louvre, Paris 2e.

NICE:
International Fair (Tourism) – March 4-5
Apply, M. Le President, 8 Place Massena, Nice.

PARIS:
Horticulture and Motorise Equipment – March 6-14
Apply, M. Grimaud, 95 Rue St. Lazare, Paris 9e.

ZURICH:
Building Trade Fair (BAUELEMENTE 71) – March 9-14
Apply, Fachmessen AG, Zurich-Tor, Organisationburo, 8957 Spreitenbach.

COPENHAGEN:
Scandinavian Fashion Week (Ladies' Wear) – March 14-17
Apply, The Bella-Centre, Moderingen, Vester Voldgade 115, 1552 Copenhagen V.

ROUEN:
Exhibition of Open Air and Leisure – March 20-28
Apply, COMET, Quai de Paris, 76 Rouen.

CAEN:
Open Air Exhibition – March
Apply, M. le President, Parc des Expositions, Caen (Calvados 14).

VICHY:
Caravaning, Camping, Boating and Open Air Exhibition – March
Apply, N. Seror, Passage Clemenceau, Vichy (Allier, 03).

MARSEILLES:
Do-It-Yourself Exhibition – March
Apply, Salon du Bricolage, 42 Rue du Louvre, Paris 1e.

NANTES:
Trade Fair – April 3-14
Apply, M. Boyer, Champ-de-Mars, Nantes (Loir-Atlantique, 44).

HERNING:
Holiday for Everybody – April 7-12
Apply, A/S Herning Hallen, 7400 Herning.

METZ:
International Spring Fair (EXPOMETZ) – April 8-18
Apply, Mrs. Muriel G. Black, London Office of the Metz Fair, 68 Queen Street, London, E.C.4 (Tel. 01-236 9431).

BUDAPEST:
International Exhibition on Synthetics in the Machine Industry – April 14-20
Apply, Hungexpo, Budapest XIV, Varosliget, Budapest.

CANNES:
Market for Videocassette Programmes and Equipment (VIDCA) – April 17-23
Apply, Roger Watkins, 26 Fairlawn Avenue, Bexleyheath, Kent (Tel. 01-303 8138).

TOULOUSE:
International Trade Fair – April 22-May 3
Apply, M. Lacassagne, President, Palais de la Foire, Toulouse.

ROUEN:
Trade Fair –April 29-May 10
Apply, COMET, Quai de Paris, 76 Rouen.

PARIS:
International Exhibition of Clothing and Knitwear Industries Equipment – April
Apply, French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

LYON:
Expotherm – May 8-12
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. 01-734 0511).

PARIS:
International Containerization Exhibition – May 12-19
Apply, French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

FRANKFURT:
International Butchers Trade Fair (IFFA) – May 15-23
Apply, Messe und Ausstellungs Gmbh, Postfach 970126, 6 Frankfurt am Main 97.

VALENCIENNES:
Flower Show (FLORALIES) – May 15-24
Apply, Commisaire General, des Floraliesnes (Nord).

OYONNAX:
International Plastics Exhibition – May 19-25
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

LYON:
Do-It-Yourself Exhibition – May
Apply, M. le President, Palais des Congres, Quai A. Lignon, Lyon.

CANNES:
Film Festival – May
Apply, Secretariat, 25 Rue d'Astorg, Cannes.

NANCY:
International Fair – June 5-16
Apply, Translators Worldwide (London) Ltd., 29 Ely Place, London, E.C.1 (Tel. 01-242 8111).

TOULOUSE:
Aeronautical and Space Exhibition – June 22-26
Apply, M. Nadal, 6 Rue Deville, Toulouse.

OYONNAX:
International Exhibition of Optical Materials – June 10-14
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1.

ROUEN:
National Industrial Film Festival – June 22-26
Apply COMET, Quai de Paris 76, Rouen.

DORTMUND:
4th International Poultry Exhibition – June 24-27
Apply, Westfalenhalle Gmbh, Dortmund, Rheinlanddan 200.

BUDAPEST:
VII International Congress and Exhibition on Acoustics – August 18-26
Apply, Hungexpo, Budapest XIV, Varosliget, Budapest.

STRASBOURG:
International Trade Fair – September 2-13
Apply, M. le President, 9 Rue Brulee, Strasbourg.

PARIS:
Children's Fashion Show (Salon-de-la-Mode Enfantine) – September 4-7
Apply, M. Mangeret, 11 Rue Anatole-de-la-Forge, Paris, 17e.

PARIS:
French Fancy Jewellery Exhibition – September 5-13
Apply, M. Jullien, 10 Rue Charlot 75, Paris 3e.

COPENHAGEN:
Scandinavian Fashion Week (Ladies' Wear) – September 12-15
Apply, The Bella-Centre, Moderingen, Vester Voldgade 115, 1552 Copenhagen V.

NANCY:
International Exhibition of Urban Equipment – September 20-24
Apply, Salon International de l'Equipment Urbain BP. 593 RP (54) Nancy (Tel. (28) 53-09-01.

PRAGUE:
Steelbuilt 71 – September 21-27
Apply, Made in Publicity, Steelbuilt 71, Opletalova 5, Praha 1, Czechoslovakia.

TOULOUSE:
Domestic Arts Exhibition – October 6-17
Apply, Commissaire General, 4 Rue Houset-Algues, Toulouse.

ROUEN:
Radio and Television Exhibition – October 9-18
Apply COMET, Quai de Paris 76, Rouen.

ROUEN:
First International Exhibition about 'Protection of Nature and its Environment' – October 13-18
Apply, COMET, Quai de Paris 76, Rouen.

MILAN:
Industrial Cleaning, Maintenance and Sanitation Exhibition (PULISAN) – October 14-18
Apply, Pulisan VIH PH OLO-DA, Cannobio 9, 20122 Milan.

LILLE:
Women's and Children's Home Comfort Equipment – October
Apply, M. Bouchery, Palais de la Foire, Lille (Nord 59).

LISBON:
Engineering Symposium and Exhibition – October
Apply, The London Chamber of Commerce, 69/75 Cannon Street, London, E.C.4.

DIJON:
International Gastronomy Exhibition – October
Apply, M. Bourcier, Palais des Expositions, Boulevard de Champagne, Dijon.

MONTPELLIER:
International Wine Fair – October
Apply, President du Polygeine, Montpellier (Herault).

COPENHAGEN:
International Chemico Technical Process Equipment Fair (KEM-TEK) – November 1-5
Apply, Erhvervenes Udstillingsselskab, Bella Centret A/S, Hvidkildevej 2400, Copenhagen.

PARIS:
International Photo Cinema and Optic Exhibition – November 6-14
Apply, M. Siffre, 5 Bis, Rue Jacquemont, Paris XVIIe (Tel. 627-47-29).

BARCELONA:
Hogarotel – November 17-28
Apply, Salon Monograhco Nacional, Avenila Maria Cristina, Barcelona.

PRAGUE:
3rd International Exhibition of Printing Machinery and Communications ('INTERPRESS') – November 12-21
Apply, Exhibitions and Publicity Department, Park Kultury A Oddechu, J Fucika, Praha 7, CSSR.

TOULOUSE:
Do-It-Yourself Exhibition – November 27-December 5
Apply, M. Devos, Parc des Expositions, Toulouse.

PARIS:
Physical Society Exhibition – December
Apply, 80 Route de St. Cloud, 92 Rueil-Malmaison.

AMENDMENTS – 1972

PARIS:
International Pleasure Boat Exhibition – January
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Carpet and Floor Covering Exhibition – January
Dates should be amended to read: January 19-24.

For your visit, **CONFERENCE** or **TRADE EXHIBITION** in **EUROPE** *get in touch with*

HOTESSES INDÉPENDANTES ASSOCIÉES

who can provide attractive young women in uniform to act as **interpreter-hostesses** and guides at your receptions.

For details write 22 rue de Tocqueville, 75-PARIS 17 ème. Telephone 924-42-48

PARIS:
Carpet and Floor Covering Exhibition – January
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Furniture Exhibition – January
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Lighting Fair – January
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Children's Fashion Show – February
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
European Menswear Exhibition – February
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Toy Fair – February
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Corsetry and Lingerie Exhibition – February
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Agricultural Machinery Exhibition (SIMA) – March
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

MILAN:
International Fancy Goods, Stationery and Giftware Apparatus (FLUID '72) – March-May
This entry should be amended to read:

MILAN:
International Fancy Goods, Stationery and Giftware Exhibition (CHI BI CAR) – February

MUNICH:
Fashion Week – April
* Dates should be amended to read: March 19-23, and address to Mode Woche München Gmbh, Theresienhöhe 15, 8 München 12.

PARIS:
International Fur Trade Exhibition – April
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Women's Ready-to-Wear (PRET A PORTER) – April
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Confectionery, Chocolate and Biscuits (INTERSUC) – April
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Electronics Components – April
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Fair (Foire de Paris) – April-May
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
Electrical Equipment Exhibition – May
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Building and Public Works Material and Equipment Exhibition (EXPOMAT) – May
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Woodworking Machinery Exhibition (EXPOBOIS) – June
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition of Scientific and Technical Books – June
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Leather Week – September
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Business Machines and Office Equipment Exhibition SICOB) – September-October
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

FRIEDRICHSHAFEN:
International Boating and Nautical Sports Exhibition (INTERBOOT) – September-October
Dates should be amended to read: September 30-October 8

MUNICH:
Fashion Week – October
* Dates should be amended to read: October 1-5, and address to Mode Woche München Gmbh, Theresienhöhe 15, 8 München 12.

PARIS:
International Motor, Cycle and Motorcycle Exhibition – October
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Hotel and Catering Equipment (EQUIP'HOTEL) – October
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition for the Materials Techniques and Wholesale Trade for the Meat Industry (MATIC) – October
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Food Equipment Industries Exhibition (MATERIAL) – October
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Exhibition for the Malt and Beer Industries – November
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Bottling Equipment and Allied Industries Exhibition – November
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Packaging Exhibition – November
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

PARIS:
International Dairy Equipment Exhibition – November
Address should be amended to read: French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

ADDITIONS – 1972

HERNING:
Hobby and Vacation Show – 1972
Apply, Secretariat A/S Herning, Hallen 7400 Herning.

CANNES:
International Record and Music Publishing Market (MIDEM) – January
Apply, Roger Watkins, 26 Fairlawn Avenue, Bexleyheath, Kent (Tel. 01-303 8138).

COPENHAGEN:
Sports and Racing Car Show – February
Apply, Erhvervenes Udstillingsselskab, Bella-Centret A/S, Hvidkildevej 64, 2400 Copenhagen NV.

GENOA:
International Boat, Camping and Caravan Exhibition – February
Apply, E. A. Fiera Internazionale di Genoa, Piazzale, J. F. Kennedy, 16129, Genoa.

COPENHAGEN:
International Motor Show – February
Apply, Danish Association of Automobile Manufacturers and Importers, Ameliagade 22, Copenhagen K.

MILAN:
Thirteenth Exhibition and Congress for Heating, Ventilation, Refrigeration and Sanitary Engineering (Mostra Convegno) – March 1-7
Apply, Mostra Convegnoa, Via Fratelli Bressan 2, 20126, Milano.

ROUEN:
Exhibition of Open Air and Leisure – March 25-April 2
Apply, COMET, Quai de Paris 76, Rouen.

COPENHAGEN:
Scandinavian Fashion Week – March
Apply, Moderingen, Vester Voldgade 115, 1552 Copenhagen.

NICE:
International Fair (Tourism) – March
Apply, M. le President, 8 Place Massena, Nice.

PARIS:
International Festival of Sound – March
Apply, Commissaire Generale, 16 Rue de Presles, Paris 15e.

COPENHAGEN:
Fashion Fair – March
Apply, Udstillinghallen Forum A/S, Julius Thomsens Plads 1, 1925 Copenhagen V.

GRENOBLE:
International Winter Sports Exhibition – March
Apply, M. Maurin, Palais des expositions, Grenoble (Isere 38).

LYONS:
International Trade Fair – March
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10 Clifford Street, London, W.1 (Tel. 01-734 0511).

PARIS:
International Domestic Arts Exhibition (Arts Menagers) – March
Apply, M. Breton, Salon International des Arts Menagers, 15 Avenue de la Division, Leclaire Puteaux.

VERONA:
International Agricultural Fair – March
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-468 1951).

ROUEN:
Trade Fair – April
Apply, COMET, Quai de Paris 76, Rouen.

TOULOUSE:
International Trade Fair – April
Apply, M. Lacassagne, President, Palais de la Foire, Toulouse.

MARSEILLES:
Spring Fair – March-April
Apply, British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London, E.C.4 (Tel. 01-583 0581).

ZARAGOZA:
International Agricultural Machinery Fair (FIMA) – April
Apply, Director-General de la Feria, Palacio Ferial (Gran Via), Zaragoza.

METZ:
International Spring Fair (EXPOMETZ) – April
Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, E.C.4 (Tel. 01-236 9431).

NANTES:
Trade Fair – April
Apply, M. Boyer, Champ-de-Mars, Nantes (Loir-Atlantique 44).

EPINAL:
French Forestry Fair – April
Apply, Foire Forestiere National, 11 Edmond Henry, Epinal.

PARIS:
French Machine Tool and Mechanical Factory Equipment Exhibition – April.
Apply, M. Ollive, 20 Rue Carpeaux, 92 Puteaux.

PARIS:
China, Glassware and Pottery Exhibition (Arts du Feu) – April
Apply, French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

CANNES:
International Television Programme Market – April
Apply, M. Chevry, 5 Rue Bellini, Puteaux (Hauts-de-Seine, 92).

PARIS:
International Exhibition of Clothing and Knitwear Industries Equipment – April
Apply, French Trade Exhibitions, 196 Sloane Street, London, S.W.1 (Tel. 01-235 3234/5).

HANOVER:
International Agricultural Show (DLG) – May 28-June 4
Apply, Deutsche Landwirtschafts, Gesellschaft, 6 Frankfurt am Main.

LILLE:
International Trade Fair – May
Apply, Weigel Leyconie & Co. Ltd., 31/32 King Street, London, W.C.2 (Tel. 01-836 4825/9).

MILAN:
Carpet and Furnishing Textiles Fair – May
Apply, Via Galeno 27, Milan (Tel. 2579.693, Sig Franco Battaglini).

BORDEAUX:
International Trade Fair – May
Apply, M. Ratabou, Administration de la Foire, International de Bordeaux, 12 Place de la Beurse, Bordeaux.

CANNES:
International Exhibition for General Aircraft – June
Apply, Salon International de l'Aviation General, 18 Bd Maillot, Neuilly-sur-Seine.

COPENHAGEN:
Exhibition of Manufactured Leather (SCAN-LAEDER) – June
Apply, Udstillingshallen Forum A/S, Julius Thomsens Plads, Copenhagen V.

OYONNAX:
International Exhibition of Optical Materials – June
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

PARIS:
International Paper, Printing and Allied Trades Equipment Exhibition – June
Apply, Commissariat General, Salon des Techniques Papetiereset Graphiques, 40 Rue du Colisee, Paris 8eme.

ROUEN:
International Exhibition for Export-Services Port and Marine Equipment (EUREXPORT) – June
Apply, COMET, 48 Quai de Paris 76, Rouen.

NANCY:
International Fair – June
Apply, Translators Worldwide (London) Ltd., 29 Ely Place, London, E.C.1 (Tel. 01-242 8111).

HERNING:
Agricultural Show – July
Foreningen af Jydske Landeoforeninger SCT CLEMENS TORY 6 DK 8000 Aarhus C.

HERNING:
Handicraft and Industrial Fair – September 3-11
Apply, Secretariate A/S Herning-Hallen, Herning (7400).

MUNICH:
International Exhibition of Groceries and High Class Provisions (IKOFA) – September
Apply, Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

DIEPPE:
Franco British Trade Fair – September
Apply, Federation of Sussex Industries, Seven Dials Corner, Brighton 1 (Tel. Brighton 26189).

MILAN:
International Office Machinery and Equipment Exhibition (SMAU) – September
Apply, Associazione Nazionale Commercianti in Macchine e Forniture per Ufficio, Piazzo Belgioloso 1, Milan.

METZ:
International Autumn Fair – September
Apply, Mrs. Muriel C. Black, London Office of the Metz Fair, 68 Queen Street, London, E.C.4 (Tel. 01-236 9431).

PARIS:
Children's Fashion Show (Salon-de-la-Mode Enfantine) – September
Apply, M. Mangeret, 11 Rue Anatole-de-la-Forge, Paris 17e.

PARIS:
International Hardware Exhibition – September
Apply Societe Sepaic, 42 Rue du Louvre, Paris 1.

COPENHAGEN:
Scandinavian Fashion Week – September
Apply, Moderingen, Vester Voldgade 115 1552, Copenhagen.

NANCY:
International Industrial Safety Exhibition – September
Apply, Commissariat Generale, Parc des Expositions de Nancy, Boite Postale 593 54, Nancy RP.

MARSEILLES:
International Fair – September
Apply, British Overseas Media Bureau Representations Ltd., 16-17 Bride Lane, Fleet Street, London, E.C.4 (Tel. 01-583 0581).

STRASBOURG:
International Trade Fair – September
Apply, M. le President, 9 Rue Brulee, Strasbourg.

MUNICH:
International Sewage and Water Treatment Engineering Exhibition IFAT) – October 21-28
Apply, Munchener Messe und Ausstellungs Gmbh, Theresienhohe 13, 8 Munchen 12.

LYON:
International Furniture and Furnishing Accessories Exhibition (MEUROPAM and PROMEUROPAM) – October
Apply, Exhibitions and Trade Fairs (Overseas) Ltd., 10, Clifford Street, London, W.1 (Tel. 01-734 0511).

BORDEAUX:
Radio and Television Exhibition – October
Apply, Commissaire Generale, 16 Rue de Presles, Paris, 15e.

PARIS:
International Exhibition of Women's Ready-to-Wear Clothing (PRET-A-PORTER) – October
Apply, French Trade Exhibitions, 196 Sloane Street, S.W.1 (Tel. 01-235 3234/5).

COPENHAGEN:
International Trade Fair – October
Apply, John Buck (Trade Fair Agencies) Ltd., 44 Newman Street, London, W.1 (Tel. 01-236 9325).

DUBLIN:
Irish Hardware and Household Goods Exhibition – October
Apply, Industrial and Trade Fairs (Ireland) Ltd., 39 Fitzwilliam Street, Dublin 2.

BOLOGNA:
International Building Exhibition – October
Apply, Exhibitions and Trade Fairs International Ltd., 10 Clifford Street, W1X ZAQ (Tel. 01-734 0511).

COPENHAGEN:
International Packaging Exhibition (NORD-PACK) – November 11-18
Apply, UFESAS, Ryvangs Allé 20, 2100 Copenhagen.

MILAN:
Instrumentation and Automation Fair – November
Apply, Federazione Della Associationi Scientifiche and Techniche (FAST), Di Milano P. Le Morandi 2, Milan.

PARIS:
Childhood Youth and Family Exhibitions – November
Apply, M. Mangeret, 11 Rue Anatole-de-la-Forge, Paris 17e.

ADDITION 1973

HANOVER:
Exhibition for Hospital Equipment and Supplies – May 22-25
Apply, Deutsche Messe und Ausstellings AG, 3 Hanover-Messegelände.

FRANKFURT:
Chemical Engineering Exhibition and Congress (ACHEMA) – June
Apply, DECHEMA, 6 Frankfurt-am-Main 97, Theodor-Heuss-Allee 25, Postfach 7746.

FRANKFURT:
International Motor Show – September 13-23
Apply, Verbaud der Automobulindustrie Westendstaffe 61(6 Frankfurt-am-Main 4.

FRIEDRICHSHAFEN:
International Boating and Nautical Sports Exhibition (INTERBOOT) – September 29-October 7
Apply, International Bodenseemesse, Friedrichshaffen Gmbh, 7990 Friedrichshaffen, Riedlepark-Ost.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

AMENDMENTS – 1971

SAO PAULO:
International Food Trade Fair – July 9-18
The title should be amended to read:
International Food and Agriculture Technology Fair

ADDITIONS –1971

DETROIT:
Annual Conference and Exhibition of the American Library Association – 1971
Apply, American Library Association, 50 East Huron Street, Chicago, Illinois, 60611, USA.

ANAHEIM:
National Electronic Packaging and Production Conference (NEPCON WEST) – February 9-11
Apply, Jerome H. Browne, President, National Exposition Consultants, 14 W. 40th Street, New York, 10017, USA.

LOS ANGELES:
Western Metal and Tool Exposition – March 8-12
Apply, Donald J. Walter, Exposition Manager, Metals Park, Ohio 44073, USA.

ANAHEIM:
West Coast Hardware and Houseware Show – March 12-14
Apply, Pacific Southwest Hardware Association, 831 North Anaheim Boulevard, Anaheim, California 92803, USA.

NEW YORK:
National Association of Men's Sportswear Buyers' Exhibition – March 21-24
Apply, The National Association of Men's Sportswear Buyers' Exhibition, 185 Madison Avenue, New York, NY 10016.

NEW YORK:
Institute of Electrical and Electronics Engineers (IEEE) – March 22-25
Apply, Joseph M. Doblemeier, Esq., IEEE Inc., 345 East 47th Street, New York, NY 10017.

LAS VEGAS:
American Institute of Laundering and the National Institute of Drycleaning Exhibition – March 24-27
Apply, National Institute of Drycleaning, Silver Spring, Maryland 20910, USA.

CHICAGO:
American Society for Experimental Biology – April 13-19
Apply, Exhibition Manager, 850 Third Avenue, New York 10022, USA.

ANAHEIM:
National Society of Aerospace Material and Process Engineers Expo' – April 20-22
Apply, Society of Aerospace Material and Process Engineers, National Business Office, PO Box 613, Azusa, California 91702.

CHICAGO:
American Ceramic Society Exposition – April 24-29
Apply, Exhibition Management Inc., 254 West 31st Street, New York 10001, USA.

SAN FRANCISCO:
American Welding Society Annual Meeting and Welding Exposition – April 26-28
Apply, Robert T. Kenworthy, Exposition Management, 866 United Nationas Plaza, New York 1001, USA.

SAN SALVADOR:
Central American Livestock Exhibition – April
Apply, Ingeneniero Mario Paredes, Direccion General de Ganaderia, Ministerio de Agricultura y Ganaderia, San Salvador, El Salvador.

SAO PAULO
Packaging and Graphic Arts Exhibition – May 10-16
Apply, Alcantara Machado, Comercio e Empreendimentos Ltda, Rua Brasilio Machado 60.

NEW YORK:
Stationery Show – May 16-20
Apply, Robert I. Carmen, Geo. Little Management, 220 Fifth Avenue, New York, NY 10001.

SASKATOON:
Engineering Exhibition (INDEX 71) – May 17-19
Apply, The Agent General F. H. Larson, Esq., Saskatchewan Province Department of Industry, 28 Chester Street, London, S.W.1.

ATLANTIC CITY:
Spring Joint Computer Conference – May 18-20
Apply, D. R. Cruzen, 210 Summit Avenue, Montuale, New Jersey.

VANCOUVER:
British Columbia International Trade Fair – June 2-12
Apply, The Executive Director, 1971 BCITF, Suite 1100, 475 Howe Street, Vancouver 1, British Columbia, Canada.

DETROIT:
American Library Association Conference and Exhibition – June 20-26
Apply, American Library Association, 50 East Huron Street, Chicago, Illinois 60611.

CHICAGO:
National Printing Equipment Show – June
Apply, The Show Co. International, 1605 N. Cahuenga Boulevard, Los Angeles 90028, USA.

QUITO:
VIII Congress and Exhibition of the Latin American Society of Orthopaedics and Traumato'ogy – July 3-9
Apply, Ecuadorean Orthopaedic Society, Clinica Pichincha Calle Ramirez, Devalos 236, Quito.

LUSAKA:
Agricultural Show – August 6-9
Apply, W. Anderson Esq., Anderson & Anderson, PO Box 263, Ground Floor, Woodgate House, Heroes Place, Lusaka, Zambia.

LOS ANGELES:
California Toiletries and Accessories Show – August 22-27
Apply, Secretary, 1680 North Vine Street, Los Angeles, California 90028, USA.

MILWAUKEE:
SAE Farm Construction and Industrial Machinery Engineering Display – September 13-16
Apply, Mr. Jay Paul, Society of Automotive Engineers, 2 Pennsylvania Plaza, New York 10001, USA.

MOGADISHU:
11th International Trade Fair – September 28-October 12
Apply, The Embassy of the Somali Democratic Republic, 60 Portland Place, London, W.1.

MINNEAPOLIS:
National Business Aircraft Association Convention – September
Apply, The National Business Aircraft Association, Pennsylvania Building, Washington DC, 20004, USA.

MIAMI:
Association of American Railroads Communications and Signal Section – September-October
Apply, Railway Engineering Maintenance Suppliers Association, 332 South Michigan Avenue, Suite 950, Chicago, Illinois, USA.

CHICAGO:
Instrument Automation Conference and Exhibition – October 4-7
Apply, Exhibition Director, Penn Sheraton, 530 Wm. Penn Plaza, Pittsburgh, Pa 15219, USA.

CHICAGO:
National Automatic Laundry and Cleaning Council-National Carwash Council Convention – October 7-9
Apply, National Automatic Laundry and Dry Cleaning Council, 7 South Dearborn Street, Chicago, Illinois 60603, USA.

(*Continued on page* 390)

PUBLICITY FOR TRADE FAIRS OVERSEAS

Organizers of Trade Fairs and Exhibtions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *- three clear months is a minimum notice - and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* Trade and Industry.

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1971

SAO PAULO:
International Building and Construction Exhibition – November 19-28
Apply, Alcantara Machado, Comercio e Empreendimentos Ltda, Rua Brasilio Machado 60.

ADDITIONS – 1972

CHICAGO:
International Converting Equipment Exposition (CONVERT '72) – March
Apply, The Paperboard Packaging Council, 1250 Connecticut Avenue, Washington, USA.

SAO PAULO:
International Aerospace Exhibition – April 21-30
Apply, Alcantara Machado, Comercio e Empreendimentos Ltda, Rua Brasilio Machado 60.

SANTA CRUZ (BOLIVIA):
Agricultural, Animal, Industrial and Commercial Exhibition – September
Apply, Feria Exposicion on Agricola, Canadera, Industrial y Commercial Edificio Camera de Comercio, Santa Cruz, Bolivia.

CLEVELAND:
Iron and Steel Exposition – September
Apply, Association of Iron and Steel Engineers, 1010 Empire Building, Pittsburgh 15222, USA.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

DELETIONS – 1971

LONDON:
Gift Show Olympia – January 10-15
At Olympia.

LONDON:
Fashion Fair, The Make-It-Yourself Exhibition and Trade Fair – March 15-20
At Earls Court.

LONDON:
Industrial Training Exhibition – March 30-31
At Grosvenor House, London.

LONDON:
International Airport Construction and Equipment Exhibition – June 8-11
At Olympia.

AMENDMENTS – 1971

HARROGATE:
International Toy Fair – January 9-14
At Exhibition Hall.
The telephone number should be amended to read: (Tel. 01-606 8921).

LONDON:
International Furniture Show – February 1-11 (Trade), February 1-23 (Public)
The dates should be amended to read: February 1-11 (Trade), February 1-13 (Public).

LONDON:
International Mechanical Handling Exhibition – May 9-19
At Earls Court.
The dates should be amended to read: May 9-19, 1972.

LONDON:
International Pipes, Valves, Pipelines and Engineering Exhibition – June 5-9
At Earls Court.
The dates should be amended to read: June 5-9, 1972.

LONDON:
National Audio Visual Aids Exhibition (NAVEX) – August 31-September 3
At Olympia.
Apply, National Committee for Audio Visual Aids in Education, 35 Queen Anne Street, London, W.1.
The title and address should be amended to read: **Inter Navex '71 International Audio Visual Aids Exhibition**
Apply National Committee for Audio Visual Aids in Education, 33 Queen Anne Street, London, W.1

LONDON:
International Handicrafts and Do-It-Yourself Exhibition – September 3-18
At Olympia.
The dates should be amended to read: August 27-September 11.

LONDON:
Business Efficiency Exhibition – October 4-13
At Olympia.
The dates should be amended to read: October 5-13.

ADDITIONS – 1971

LONDON:
Licensed Victuallers' International Trade and Catering Exhibition – April 26-30
At Earls Court.
Apply, The Morning Advertiser, 18/20 St. Andrew Street, London, E.C.4 (Tel. 01-353 8651).

BRIGHTON:
Incentive Marketing Exhibition and Premiums Exhibition – May 10-13
At Hotel Metropole.
Apply, Distinctive Exhibitions Ltd, PO Box 109, Davis House, 69/77 High Street, Croydon, CR9 1QH (Tel. 01-688 7788).

LONDON:
International Gifts Fair, London – August 8-12
At Earls Court.
Apply, Trade Promotion Services Ltd., Frankland Moore House, 185/7 High Road, Chadwell Heath, Romford, RM6 1BR (Tel. 01-599 0175).

LONDON:
Export Services and International Physical Distribution – September 13-17
At Olympia.
Apply, Mack-Brooks Exhibitions Ltd., 96 Hatton Garden, London, E.C.1 (Tel. 01-405 5171).

BRIGHTON:
International Trade Fair – September 18-25
At Metropole Exhibition Halls.
Apply, Mrs. N. Potter, MBE, Federation of Sussex Industries, Seven Dials Corner, Brighton, BN1 3JS (Tel. 0273 28070).

ADDITIONS – 1972

LONDON:
Machine Tool International '72 Exhibition – June 21-July 1
At Olympia.
Apply, The Machine Tool Trades Association, 25/8 Buckingham Gate, London, S.W.1 (Tel. 01-834 7542/4).

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Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

British Business Forum formed in Oslo

THE FIRST general meeting took place in the British Embassy in Oslo on November 26 of a new body which its founders have called the British Business Forum (BBF).

The aims of the BBF as explained at the meeting, and at a press conference that preceded it, by the chairman, Mr. Rolf Wilhelmsen of ICI (Norge) A/S, are to promote British exports to Norway through contact with companies and individuals co-operating with British exporters and to strengthen the goodwill enjoyed by British exporters in the Norwegian market.

The organization hopes to achieve these objectives by means of public relations activities, meetings for the discussion of common problems, and lectures by leading personalities. The organization will seek to present in Norway a balanced picture of the performance of British trade and industry, and will work in close co-operation with the British Embassy in Oslo and with the British National Export Council in London.

Welcoming to the Embassy those who attended the first general meeting, Mr. G. Crossley, the Commercial Counsellor, conveyed to the forum a message of greetings from the Ambassador, Mr. T. F. Brenchley, warmly welcoming the initiative that had been taken to achieve the setting up of this body. The Ambassador pointed out that what it developed into would depend on what its members made of it. Its creation however did fill a gap since bodies of a more or less similar nature did exist in many countries and for instance had long existed in the neighbouring capitals of Copenhagen and Stockholm. The Embassy wished the forum well, welcomed its aims and would co-operate with it in every way.

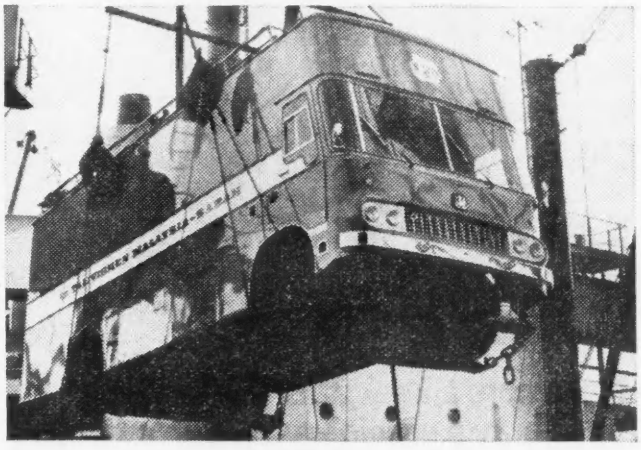
Mr. Crossley also read a message of greetings from Sir Peter Allen, chairman of BNEC, who sent his warm welcome to the meeting and said the formation of this body could do nothing but good in improving trade relations between the two countries and helping British exporters. Its aims would be of the greatest value.

The lack of an organization of this kind in Oslo had been noted some time ago. The idea was conceived at a working dinner in the house of the Commercial Counsellor last August. Similar meetings followed regularly. An initial board was elected under the chairmanship of Mr. Wilhelmsen and invitations to attend the first general meeting were sent out to some 90 firms.

Mr. Wilhelmsen emphasized that he and his board would lay down their mandate after an initial period of up to six months in order to give the forum the opportunity of democratically electing the officers of its choice. The aim of the founders had been to get something started.

The forum hope that its membership will expand and that the organization may also operate in other towns in Norway.

For the time being the address of the British Business Forum (BBF) will be c/o British Embassy, Thomas Heftyesgate 8, Oslo 2.



At Southampton Docks, an EMI television outside broadcast vehicle is winched on board the cargo vessel 'Bennevis' en route for Malaysia. The OB unit, which will be used to cover local news and sports events throughout the State of Sabah, is part of a £310,000 order, awarded by Talivishen Malaysia to the Television Equipment Division of EMI, Hayes Middlesex, to supply equipment for setting up a television service in Sabah. The vehicle is the latest variant in EMI's '114' series of outside broadcast units and is similar to four supplied to the Libyan State Television Service in the past 12 months.

Pakistan and Romania

A TRADE AGREEMENT for the exchange of goods between Pakistan and Romania for 1971-1972 was recently signed in Bucharest.

During 1971 Romania is to deliver to Pakistan various machines and equipment, including drilling rigs, road and civil construction plant, machine tools, electrical equipment, ball bearings, chemical and pharmaceutical products, mineral oils and rolled goods. In the same period Pakistan is to send jute and jute products, cotton yarns, various fabrics, carpets and other manufactures, leather and sugar.

Romania's trade with Pakistan is at a very low level and no separate figures are published in this year's issue of their statistical annual. The Romanian Civil Engineering Construction Company, Arcom, has, however, recently concluded a contract for an extension of the refinery at Karachi.

No further details are available but any inquiries about this notice from British exporters should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Increased fees in USSR for industrial property registration—correction

A NOTICE on increased fees in USSR for industrial property registration was published in *Trade and Industry* for November 18, page 277. The date in the first sentence of this notice should read 'April 1, 1970' not 'January 1, 1970.'

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TRANSLATIONS

Contact: — Dr. FRY'S TRANSLATION SERVICE

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ECGD backs British £2 million credit for Sweden

THE EXPORT CREDITS Guarantee Department has guaranteed a £2 million line of credit for the purchase during the ensuing year from British manufacturers of certain goods and associated services by the Swedish company Stal-Laval Turbin AB and associated companies.

The financial agreement covering the credit was signed in Sweden on November 25 between Stal-Laval Turbin AB and Hill Samuel & Co. Ltd., acting on behalf of a consortium of London clearing and Scottish banks comprising Bank of Scotland, Barclays Bank Ltd., Clydesdale Bank Ltd., Coutts & Co., Lloyds Bank Ltd., Midland Bank Ltd., National Westminster Bank Ltd., The Royal Bank of Scotland Ltd. and Williams & Glyn's Bank Ltd.

Under the credit the Swedish company will be able to purchase gears, engines, turbine components, coolers, air starters and other goods and equipment to be used in the manufacture of turbines, etc. Contracts must have a minimum value of £10,000 and must be placed by November 25, 1971.

The credit will cover 80 per cent of the United Kingdom element of any individual contract at the fixed rate of interest agreed by the banks for ECGD-guaranteed medium term business, currently 7 per cent. The balance will be paid from the buyer's own resources and will include at least a 5 per cent downpayment at contract with further instalments to be negotiated. Access to the credit will be confined to ECGD Comprehensive policyholders unless the contract would normally qualify for specific cover.

One of the main suppliers likely to benefit from this facility is the epicyclic gearing business of W. H. Allen Sons & Co. Ltd., a member company of Amalgamated Power Engineering Ltd. Part of the gearing production at this company's works at Pershore in Worcestershire is for incorporating in Stal-Laval AB single-plane steam turbine propulsion machinery which is one of the most widely used marine propulsion machinery arrangements.

The agreement is yet another example of how overseas buyers can be encouraged to purchase from United Kingdom manufacturers. The line of credit technique initiated by ECGD makes it possible for a buyer to negotiate contracts with various British suppliers with the knowledge that an assured credit facility is available.

United States Trade Bill

THE TRADE BILL, approved in August by the Ways and Means Committee of the United States House of Representatives, was passed on the Floor of the House on November 19 by 215 to 165 votes. The Bill now awaits consideration in the Senate, and it is expected to be taken up by the Finance Committee shortly.

As reported in *Trade and Industry* of October 21, the Committee indicates that it would submit the Bill to the Senate without provisions which give the President authority to abolish the American Selling Price system of customs valuation.

Unlike procedures adopted in the House, the Bill will be open for amendment when it is debated by the Senate. Joint Senate/House agreement will be necessary to resolve any changes that are made in the Bill before it can be submitted for consideration by President Nixon.

A summary of the United States Trade Bill was published in the then *Board of Trade Journal* of October 7, pages 753-755.

Inquiries about this matter should be addressed to the United States Section, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

THE PATENT OFFICE

In addition to handling some 82,000 Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the Official Journal (Patents) the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, ***and 50-year subject matter file lists of British Patent Specifications.***

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, W.C.2.

Receipts from sales amount to some £450,000 annually. You may well find information your firm needs among the Patent Office publications.

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Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue* Board of Trade Journal) *or the Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel.* 01-248 5757).

International sales drive

MR. ZACHRY BRIERLEY, chairman of Z. Brierley Ltd., the Llandudno machine tool firm, left recently with a trade mission to Australia to spend three weeks visiting major industrial centres. He will be following up his earlier visit this year, consolidating the company's strong marketing position in the area.

Mr. Bert Stuart, the company's export sales manager, attended the recent British Engineering Week in Prague. The company exhibited their range of drill grinders and plan to set up distributor outlets in Czechoslovakia.

Mr. Stuart flew direct from Prague to Johannesburg, where the firm participated in the South African machine tool show, breaking his return journey at Tel Aviv where he spent some time with company distributors for Israel.

Future exhibitions are also scheduled for Moscow, Philadelphia and Milan.

Exploring potential sales

MR. FRANK TURNER, deputy to Mr. Roy Todd, general manager, Salter Export Trading, Salter Industrial Measurement Ltd., West Bromwich, Staffs., has in addition been appointed sales manager, Europe (commercial products). He recently attended the International Postal Communications Exhibition in Moscow and plans to spend a good deal of his time exploring potential sales in overseas territories.

Mr. Michael Lloyd-Morris has joined the export division from home sales and will take over responsibilities for industrial weighing machines in Europe.

10-day tour of United States

Two senior executives of Seaflame Ltd. left recently for a 10-day tour of the United States. They were Mr. Peter Giffin, managing director, and Mr. Gordon Fothergill, marketing manager.

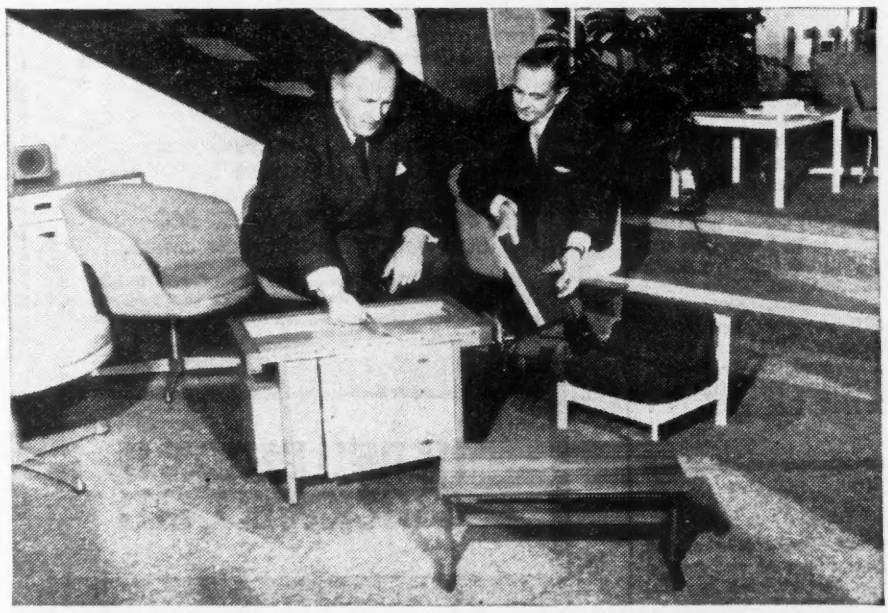
Seaflame Ltd., with headquarters in Morden, Surrey, is jointly owned by British Oxygen and the Cameron group of companies and was set up in 1967 to carry out on contract the conversion of domestic, industrial and commercial appliances from town gas to natural gas. It has since expanded rapidly into associated fields and now offers a complete service in fuel plant technology and thermal engineering.

While in America the Seaflame executives will meet companies engaged in similar activities.

Senator S. Ashby, chairman of the Barbados Industrial Corporation (second right) and Senator L. Ward (left), a member of the Corporation's Board, in Barbados, watch the production of a ferrte core memory plane during a visit to the Plessey Memories Division at Towcester, Norhants. Explaining the inspection process in this picture is Mr. G. W. H. Lewis (ight), manufacturing manager. Plessey are currently manufacturing ferrite core memories in a new producton unit in Barbados, in factories in Malta and Portugal, as well as at Towcester and Poole, Dorset, in the United Kingdom.

ADVERTISEMENT INQUIRIES FOR 'TRADE AND INDUSTRY'

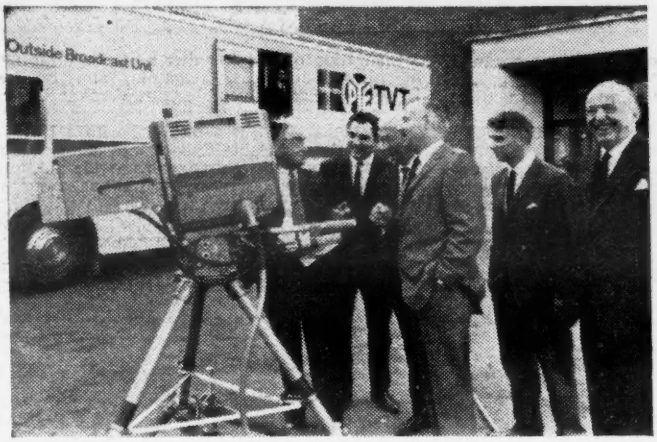
Inquiries concerning the insertion of advertisements in Trade and Industry should be addressed to HMSO, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1 (01- 348 9876, *Ext.* 6147).



Mr. R. Jeffries of Pedley Woodwork Ltd., Saffron Walden, was a member of the recent Council of Industrial Design and Department of Trade and Industry mission of 21 firms to the United States. The mission visited San Francisco, Los Angeles, Chicago and New York. He took with him half-scale models of the new System Quarter, a new range of furniture, also the Woodgrip bench and Cambridge table and furniture, recently re-designed to enable it to be packed flat for shipment to all parts of the world. It is hoped that Mr. Jeffries' mission will open up business throughout the whole of the United States. Full-sized models of all products will be exhibited in San Francisco during the British Week in October 1971. Our picture shows Mr. Pedley (left) discussing System Quarter furniture with Mr. R. Jeffries.

Recently returned from Bulgaria as a member of the British mechanical handling working group is Mr. Charles Schreiber (left), Wessex industries' marketing manager, with Mr. A. J. Havelock, head of the Industrial Technologies Branch of the Department of Trade and Industry, leader of the six-man delegation. They were both members of a study tour organized by the then Ministry of Technology and the Bulgarian Government. The itinerary included visis to the Balkancar plant, the principal Comecon manufacturers of materials handling equipment, and to Plowduc Fair. They also had discussions with Intransmash (Institute for Design of Mechanical Handling Equipment), Avtrotransped and Nera (Materials Handling and Packing Organization of the Ministry of Internal Trade), and the State Committee for Science and Technical Progress.

PROMOTION (left) and EXCHANGES (below)



A colour outside broadcast vehicle manufactured by Pye TVT Ltd., is to begin a sales promotion tour of South Africa and Australia in the early New Year. Before returning to the factory to be prepared for shipment, the vehicle was demonstrated in Cambridge to senior executives of Philips and to Lord Thorneycroft, chairman of Pye of Cambridge (right).

Recent visitors to FR Electronics for talks on marketing matters were Mr. Clementz, managing director of Johan Lagercrantz – the company's Swedish agents – and Mr. Save, managing director of Bergman and Bevin, seen here with Peter Lappin, sales manager FR Electronics (left) and Ted Hall, director and general manager, at right. The visit followed similar exchanges by firms' executives in Stockholm.

Successful sales tour

MR. C. I. ROBERTSON, director, and Mr. J. R. Chalmers, sales manager of Thomas Bishop Ltd., the Hillington manufacturers of ship's galley equipment, have completed a successful sales tour of France, Spain and Portugal. They visited all the major shipyards in these countries and were greatly encouraged by the welcome they received. As a result of the tour inquiries are being received for ships being built in yards in France and Spain and many mort are expected in the near future.

Mr. Robertson and Mr. Chalmers visited other European countries earlier in the year, following which orders were received for nearly £100,000.

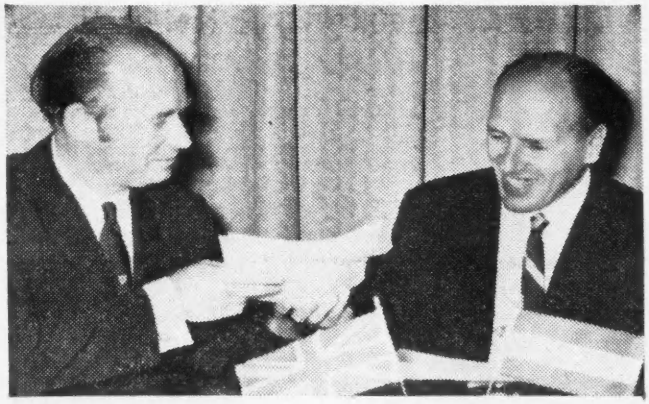
Thomas Bishop Ltd. are members of the Scotcros Group of Companies.

Sustained sales drive

ON a three-week BNEC trade mission to the United States, Mr. John Gilpin, sales manager of Evershed & Vignoles' Powerotor division, is visiting potential buyers and contacts on the West Coast as part of a sustained sales drive in the States. The visit is also being used as an opportunity to liaise personally with manufacturers' agents appointed during a visit made in June with Mr. B. Pajak, director of the division. It is expected that these visits will provide the information and impetus to increase considerably Powerotor's share of the United States small motor market.

Also in America is Mr. R. E. L. Williams, export sales manager of the instrument division of Evershed & Vignoles. He is joining the SIMA mission to Brazil as a follow-up to the successful British Industrial Exhibition of 1969. He will also visit distributors in Mexico.

CO-OPERATION (below) and FRENCH VISITORS (right)



Mr. E. Gyorfi (right), technical director of the Hungarian State Institute for Materials Handling and Packaging, and Mr. J. Williams, director of the British National Materials Handling Centre at Cranfield, after signing a memorandum of co-operation in London recently. The memorandum, which was signed under the 1967 United Kingdom-Hungarian Technical Collaboration Agreement, will enable the two organizations to study action taken in the two countries in stimulating the adoption of up-to-date materials handling methods. Other objectives are to establish greater personal contact between experts in the two countries and to develop industrial contacts. During their nine-day stay in Britain the Hungarian party visited warehouses and manufacturers of handling equipment in various parts of the country. They showed particular interest in automatic and high-bay storage techniques.

Members of the inward mission from France visit Auriol (Guildford) Ltd's. stand at Syon Park Garden Centre. The mission, organized by the Federation of British Horticultural Exporters Association in conjunction with the British National Export Council, included buyers and representatives from large French buying Groups. The visit to Syon Park was arranged with Auriol (Guildford) Ltd., whose products were seen in their natural surroundings.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Dryers for Yugoslavia

APV-Mitchell (Dryers) Ltd., Carlisle, have secured a £130,000 contract for the supply of pneumatic and roller dryers for the new IP Kombinat Servo Mihalj factory at Zrenjanin, 30 miles north of Belgrade. The dryers will be used in the production of starch-based adhesives for packaging materials. During the negotiations a delegation from Yugoslavia visited the works at Carlisle and inspected Mitchell dryers in operation.

Complete Russian para-xylene plant

Construction of a 40,000 metric tonnes a year para-xylene plant for V/O Techmashimport at Novopolotsk, Russia, has been completed by Constructors John Brown Ltd. CJB have successfully carried out the commissioning of this plant, which has passed all its guarantee tests for quality and output. The contract for this plant is part of the £40 million polyester development in the USSR. The para-xylene is being transferred from the new plant situated on a major oil refinery some 350 miles from Moscow to Mogilev, the site of the polyester fibre plant where CJB are major participants.

CJB carried out the full design, procurement, supervision of erection and commissioning of the plant, using process information from the heavy organic chemical division of ICI, who also provided a team to assist with the successful commissioning and operation of the plant.

£40,000 mixer order for Colombia

An order worth over £40,000 has been placed with Horseley Piggott, one of the companies in the Clarke Chapman-John Thompson group, to supply grease mixers to South America. The order, placed by the process engineering division of Tarmac Construction Ltd., covers the design and supply of a 15,400-lb. capacity double-motion mixer and a 10,000-lb. capacity multi-action mixer to be installed as part of a refinery expansion programme for ECOPETROL in Bogota, Colombia.

£26,000 order for signal generators

Avo (Thorn group) announce a first order valued at over £26,000 for signal generators from the Thailand Ministry of Education. The order was won by Charray International, the local Avo agent, in the face of intensive world-wide competition. The generators are designed primarily for the servicing of high-frequency receivers, etc.

Mattresses bought by Russians

A further contract to supply 3,500 mattresses to Russia has been received by the Tipton, Staffs., bedding firm of Vono Ltd., This contract brings Vono's export figures for the first 10 months of 1970 to £750,000.

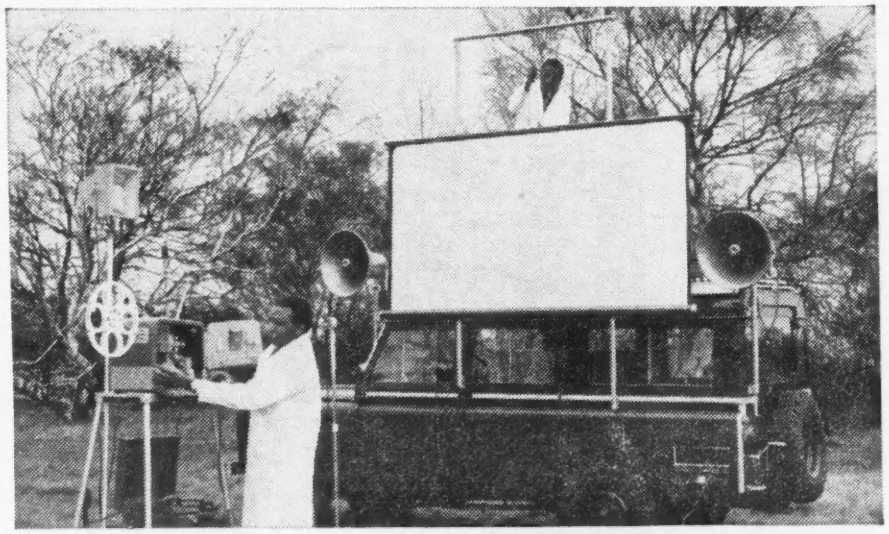
Mr. M. J. Watters, director of the domestic division of the Duport group of which Vono is a member company, recently returned from a tour of East and Central Africa, where Vono have manufacturing interests. Mr. R. E. Barnett, Vono's export sales manager, was on a recent trade mission to Germany and Switzerland.

Cross-Channel link

Thermo Plastics Ltd., Dunstable, Beds., a member of GPG Holdings, have reached an agreement with a French company, Specialités CD, for the exchange of tools and technical information.

Specialités already market the British firm's range of injection-moulded furniture drawers in France, and further developments in the furniture and associated fields are expected to emerge.

MOBILE CINEMAS FOR FORTY COUNTRIES



For over 40 years British Films Ltd., London, have supplied mobile cinema units to over 40 countries. For the past 12 years these cinema vans have been based on Land-Rover station wagons with four-wheel drive and have been designed to show 16-mm. films in the open air at night, the vehicles having their own power supply. Equipment includes filmstrip projectors for showing slides, also microphones for public address work. When mobile, all the equipment – including loudspeakers and screen – fits neatly and securely inside the vehicles.

During the past year the company exported mobile cinema units valued at £130,000 to the Sudan, Ghana, Dahomey, Sierra Leone, Hong Kong, Tanzania, India, Togo and Fiji. In addition, orders amounting to £100,000 are in hand for Saudi Arabia, Kenya, Iran, Barbados, Thailand, Laos, Nigeria, Ecuador, Sierra Leone, Ghana, the Sudan and Tonga.

Equipment for six giant tankers

Chevron Shipping Corp., San Francisco, has placed an order worth more than £70,000 with Marconi Marine to equip six giant tankers, of which four of 261,000 dwt are new buildings at Mitsubishi yards, Nagasaki, and two of 251,000 dwt are newbuildings at Verolme United shipyards, Rotterdam.

The tankers will each be fitted with a 1,400W 'Crusader' single-sideband transmitter which, with its associated receiver, will provide m.f. and h.f. radiotelegraph service as well as a radiotelephone service in the i.f. and h.f. bands. Also being supplied to each vessel is a 'telephone terminal unit'. The reserve communications installations will comprise an 'Oceanspan VIIE' reserve transmitter, a 'Monitor' receiver, an 'Autokey' automatic keying unit and a 'Lifeguard' automatic alarm. With the exception of the main and reserve transmitters, the equipment will be housed in Marconi Marine's new low-line consoles. Solid-state v.h.f. facilities will also be installed.

The six new supertankers will also have 'Survivor' portable transmitter/receivers for lifeboat use.

1,000 waste disposers for Australia

Probably the largest single export order for domestic waste disposers – 1,000 units – has been gained by Econa Parkamatic Ltd., Solihull, Warwicks. The units are to be supplied to a company in Sydney, Australia. The order was won against severe competition and further orders are expected to follow.

Cash dispensers for United States

Chubb & Son's Lock & Safe Co. Ltd. and Smith's Industries Ltd. have won a £1·5 million contract in the United States for the latest version of the Chubb cash dispenser.

Under the terms of an agreement signed in London, Diebold Inc. of Canton, Ohio, are granted exclusive marketing rights for the Chubb range of cash dispensers in the United States.

In the three years since the first cash dispenser, which resulted from the association between Chubb and Smith's Industries, was put into operation at the Victoria branch of the National Westminster Bank in July 1967, over 700 dispensers have been installed in banks in 14 countries of the world.

Export earnings of £25 million

The Royal New Zealand Air Force is to buy 10 British Aircraft Corporation 167 Strikemaster jet trainer aircraft. The deal – which includes spares, ground equipment, training conversion and freight charges – is worth £3·5 million.

Powered by a Rolls-Royce Viper 20 engine of 3,410-lb thrust, the Strikemaster is a more powerful version of the Jet Provost Mk. 5 in service with the RAF, and is designed to fulfil the dual role of trainer and operation strike aircraft.

Nearly 700 BAC 167s and Jet Provost variants have been built. Versions have been exported to 11 overseas air forces, and the New Zealand order brings the value of Jet Provost and Strikemaster export earnings to some £25 million.

Repeat order from Turkey

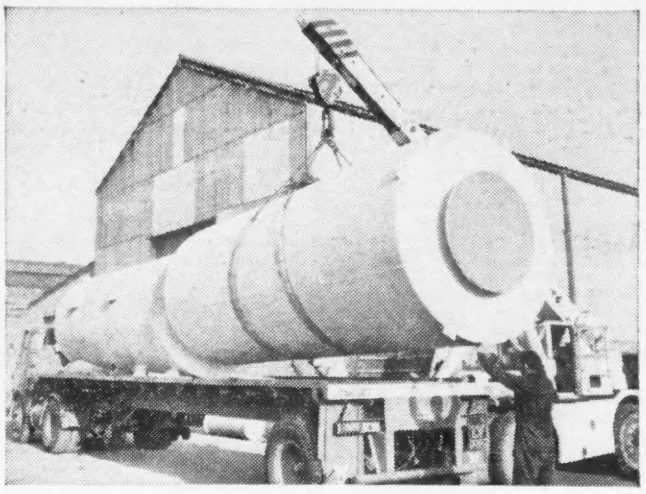
A repeat order for a polypropylene tape line has been received from a manufacturer in Turkey by Melville Plastics Engineering (Scotland) Ltd., Kirkcaldy, Scotland. This order follows the commissioning earlier this year of a first line to produce 30-in.-wide drawn polypropylene tape at 200 metres/minute for weaving tape and cords, woven sacks and fibrillated tape ropes.

Fans for Canadian paper mill

Centrifugal and axial fans manufactured by Davidson & Co. Ltd., Belfast, are being supplied to Ameliorair Ltd., Skelmersdale, Lancs., for use in a Canadian pulp and paper mill. The order is worth about £28,000.

Ameliorair are the UK licensees of the Midland Ross Corporation, Canada, who are supplying ventilation and drying equipment for the Javelin Paper Corporation's mill, Newfoundland.

A new royal aircraft for the ruler of the world's highest kingdom was shown to Press in Belfast recently. A luxuriously furnished version of Shorts' Skyvan light twin-turboprop transport has been ordered by the Royal Flight of Nepal. The aircraft will be used for royal journeys from Katmandu throughout Nepal, where there are few roads and most airstrips are minute, steeply sloping patches of bare mountainside as high as 10,000ft above sea level, surrounded by the towering peaks of the Himalayas. Fitted out at Denham, Bucks, by the specialist aircraft furnishers L. A. Rumbold and Co., the royal aircraft has a private compartment (seen in this picture) with four reclining, swivelling, chairs and one table. In a cabin forward of this is normal airline-style seating for an entourage of eight. Also installed is a galley, two toilet compartments and two combined baggage/wardrobe spaces.



Engine silencers for a radically new design of ocean-going tug being loaded for export to America by the manufacturers, Burgess Products Co. Ltd., of Hinckley, Leicestershire. The 3½-ton steel silencers will be used in conjunction with Mirrlees diesel engines made by Mirrlees Blackstone Ltd. of Stockport, Cheshire. The tugs are designed to push giant ocean-going barges. The tug fits into a 'slot' at the stern of an especially designed barge, forming a single unit with the same capacity and operational speed as a standard cargo vessel. Upon reaching port, the tug is uncoupled and becomes immediately available to take out another barge, keeping the propulsion unit fully employed. The silencers are 18ft. long x 7ft. diameter. Mirrlees Blackstone will also supply gearboxes, propellers, shafting and a complete engine control system and telegraphs.

Kitchen units for Brazil

Kitchen units made by Thomas Eastham and Son Ltd., Blackpool, are on their way to the Upper Amazon Basin in Brazil, facing perhaps the most arduous journey that any of Eastham's units for export have ever had to face – and one of the most unusual job applications. For the prime purpose of these kitchen units is not for use in kitchens: they have been specially adapted by Eastham's for installation in medical laboratories, theatres and treatment rooms. Eastham's designed and produced the units, working in close collaboration with Medical Supply Association International Ltd., London, supervisors of all the work being implemented from Britain on the project.

Eastham equipment is part of a £3 million hospital network being built for the Government of the Brazilian State of Amazonas by Coseley Buildings, Ltd., Wolverhampton. Eastham's units comprise floor units with worktops, and stainless steel sink units and matching wall cupboards. The value of the total order is in the region of £30,000.

Shutter doors for Malaysia

P. C. Henderson Ltd., Romford, Essex, have secured an order for 71 galvanized steel folding shutter doors from Malaysia for standard factory units. The order, worth approximately £7,000, is the company's biggest single order for complete doors for overseas.

£1.75 million Greek contract

William Cotton Ltd. announce that they have been awarded a £1·75 million order for fully fashioned outerwear machinery. The company, based in Loughborough, Leics., have won the Queen's Award to Industry four times.

The order, for 40 fully fashioned knitting machines of varying types, has been placed by The International Exportation Company of Athens.

£800,000 installations in South Korea

Two orders worth £800,000 have been placed with the Clarke Chapman-John Thompson group, to supply mechanical handling and water treatment plant to installations in South Korea.

The first order, for a pneumatic polythene handling and processing plant worth £750,000, has been placed with Horseley Piggott Process Engineers, a subsidiary of the group, by Procon (GB) Ltd. It was won in the face of severe competition and is the first of its type to be obtained by the group.

The second order, for water treatment plant worth £50,000 placed with the group's power plant division by English Electric-AEI Turbine Generators Ltd., covers the design and supply of an automatic, two-stream, de-mineralization plant for installation in the Yosu power station.

X-ray installation in Nairobi

Installation of the diagnostic X-ray equipment supplied by Watson & Sons (Electro-Medical) Ltd., Wembley, for phase I of the Kenyatta Teaching Hospital begins shortly. Mr. David Durrant, a senior engineer of the company, has left for Nairobi to supplement the resident engineer's team on site. The company, which exported equipment for five rooms at the hospital, is also responsible for the transfer of existing equipment to other rooms.

Watson also announce an order worth approximately £300,000, won against intense competition from Europe and Japan, for the supply and installation of all diagnostic X-ray equipment for the Lusaka University Teaching Hospital now being constructed – the largest single export order for the company this year.

This order was placed by the Zambian Ministry of Health through GEC-AEI Zambia Ltd., Watson distributors in Zambia.

£32,000 order from Sweden

Rosemount Engineering Co. Ltd., Bognor Regis, announce an order worth nearly £32,000 to supply platinum resistance thermometer elements to one of the world's largest marine refrigeration companies, STAL Refrigeration AB of Norrkoping, Sweden.

The elements, Model E906, designed to measure pulp fruit temperatures, have corrosion-resistant stainless steel probes, approximately 6 mm in diameter, which can be inserted more than 50 mm into the flesh of citrus and other fruits. Elements have an operating range of −40°C to +85°C.

Many forms of insect life travel in grub form near the centre of the fruit, so it is important that average temperatures of storeage compartments are kept near zero. Temperature measurements must take place within the flesh of fruit samples and, to make certain that the measurement is accurate, the E906 is calibrated at the ice point (0°C) to within plus or minus 0.05°C.

The order is for approximately 3,000 units complete with the necessary junction boxes and cables.

Aluminium equipment for New Zealand

Albert Mann Engineering Co. Ltd., Clacton-on-Sea, Essex, the Wellman group company specializing in continuous casting and further processing of non-ferrous metals, have been awarded another major contract for high-speed slab and billet saws, with associated handling equipment, worth approximately £180,000.

Like the other recently announced contracts for saws, this one, awarded by Kaiser Engineers and Constructors Inc., acting as agent for New Zealand Aluminium Smelters Ltd., is for equipment to be installed in an aluminium smelter now being constructed at Bluff, New Zealand.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, Proposed Regulations, Decisions and Proposed Directive which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations, Proposed Regulations, Decisions and Proposed Directive may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

FORESTRY PLANTS

Decision No. 70/502/CEE modifies **Decision No. 70/307/CEE** authorizing the Netherlands to permit the marketing of seeds of 'Pseudotsuga menziesii (Mirb.) Franco' and 'Picea sitchensis Trautv. et Mey.' subject to less stringent requirements (*Journal Officiel* No. L249 dated November 17, 1970).

Decision No. 70/503/CEE modifies **Decision No. 70/316/CEE** authorizing Italy to permit the marketing of seeds of 'Pseudotsuga menziesii (Mirb.) Franco' subject to less stringent requirements (*Journal Officiel* No. L249 dated November 17, 1970).

Decision No. 70/504/CEE modifies **Decision No. 70/314/CEE** authorizing Germany to permit the marketing of seeds of 'Pseudotsugamenzeisii (Mirb.) Franco; Picea sitchensis Trautv, et Mey.' and 'Pinus strobus L.' subject to less stringent requirements (*Journal Officiel* No. L249 dated November 17, 1970).

WINES

Regulation (CEE) No. 2319/70 concerns certain grape must (Common Customs Tariff No. ex 22.05 B) referred to in Article 13 of basic **Regulation (CEE) No. 816/70** (*Journal Officiel* No. L250 dated November 18, 1970).

Regulation (CEE) No. 2320/70 fixes the countervailing duties in the wines sector (*Journal Officiel* No. L250 dated November 18, 1970).

FRUIT AND VEGETABLES

The *Journal Officiel des Communautés Européennes* No. C139 dated November 20, 1970 contains the text of a Proposed Regulation to modify **Regulation No. 23** and **Regulation (CEE) No. 158/66** in so far as they concern fixing and modifying the common quality standards applicable to fruit and vegetables. It should be noted that the text of this Regulation, when finally approved, may differ from the draft text referred to above.

LIVE PLANTS AND PRODUCTS OF THE FLOWER-GROWING INDUSTRY

The *Journal Officiel des Communautés Européennes* No. C139 dated November 20, 1970 contains the text of a Proposed Directive relating to the financing of advertising campaigns in the sector for live plants and products of the flower-growing industry. It should be noted that the text of this Directive when finally approved may differ from the draft text referred to above.

MILK AND MILK PRODUCTS

Regulation (CEE) No. 2307/70 modifies in so far as it concerns certain cheeses, **Regulation (CEE) No. 823/68** determining the groups of products and the special provisions relating to calculating the levies in the milk and milk products sector (*Journal Officiel* No. L249 dated November 17, 1970).

CEREALS AND RICE

Decision No. 70/501/CEE authorizes the Netherlands to permit until January 31, 1971 the marketing of three varieties of winter barley seeds subject to less stringent requirements (*Journal Officiel* No. L249 dated November 17, 1970).

The *Journal Officiel des Communautés Européennes* No. C139 dated November 20, 1970 contains the text of a Proposed Regulation to modify **Regulations (CEE) Nos. 120/67** and **359/67** establishing a common organization of the markets for cereals and rice. It should be noted that the text of this Regulation when finally approved may differ from the draft text referred to above.

EEC/Iran agreement

THE *Journal Officiel des Communautés Européennes* No. L250 dated November 18, 1970 contains the text of **Decision No. 70/506/CEE** renewing the Agreement between the EEC and Iran, which was signed on October 14, 1963 for a period of one year with effect from December 1, 1970.

The French text of this Decision may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

Imports from non-member countries

THE *Board of Trade Journal* dated August 5 (page 297/298) contained details of goods which, under Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported by a Member State even though they may be accompanied by a circulation certificate.

Details of subsequent alterations to this list of products were published in *Trade and Industry* dated October 28, 1970 (page 100), November 11, 1970 (page 224) and November 25, 1970 (page 338).

The *Journal Officiel des Communautés Européennes* No. L249 dated November 17, 1970 contains the text of **Decision No. 70/500/CEE** authorizing Germany to exclude from Community treatment preparations and preserves of apples without either alcohol

or sugar added (Common Customs Tariff No. ex 20.06) originating in China and freely circulating in the Benelux countries.

The French text of this Decision may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174).

SPAIN

Duty-free import quota: cotton not carded, or combed

IN THE SPANISH *State Gazette* of November 18, the Spanish authoritie announced a duty-free quota valid until October 1, 1971, on the following:

Tariff Heading	Description	Quota in tons
55.01	Cotton not carded or combed (fibres 33-35 mm. long)	5,000

Inquries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

SWITZERLAND

Beer tariff

SWISS *Recueil des lois federales*, No. 38, of September 25, published EFTA Ordinance No. 19, which amended the tariff rates, for imports of beer from EFTA sources, as follows.

Heading	Description of goods	Rate per hectolitre (Swiss Francs)
2203 8/14	Beer with a wort extract content of:	
	More than 13·5% in weight (strong beer)	11·85
	More than 12% and up to 13·5% in weight (special beer)	10·95
	12% in weight or less (normal beer)	10·30

These rates include customs duty, additional duty and beer tax. Statistical tax and turnover tax are payable, in addition, in the normal way.

In the absence of information on the type of beer and the wort extract content, clearance will take place at the rate of 11.85 francs per hectolitre.

This Ordinance came into force on October 1.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).

Ban on imports of poultry from the United Kingdom

THE BRITISH EMBASSY in Berne has advised that, with effect from December 1, the Federal Veterinary Office has banned the imports

(*Continued on next page*)

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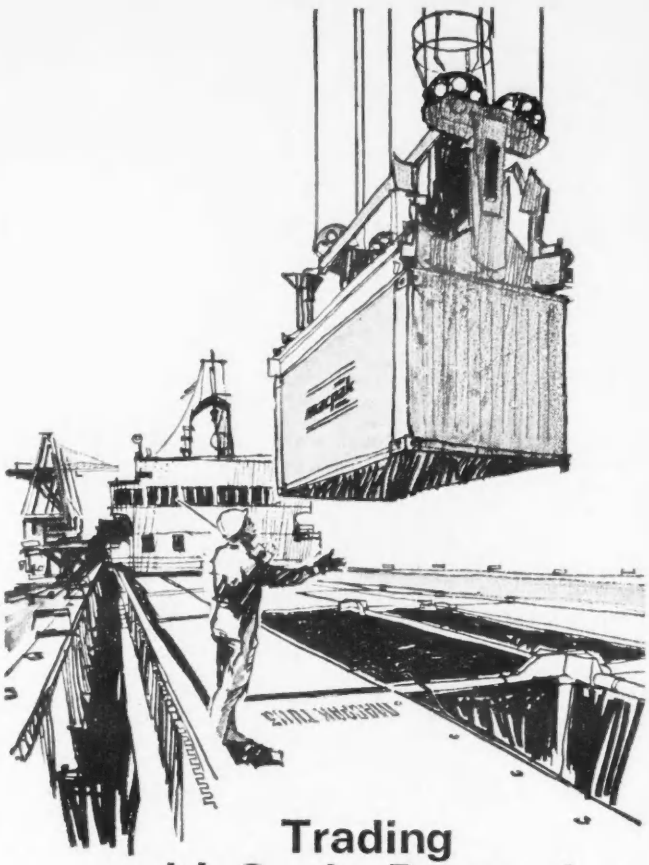

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SWITZERLAND, *continued*

of all poultry (live or dead) and hatching eggs from the United Kingdom until further notice.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460, 462).

FRANCE

Duty-free quota for cod

FOLLOWING EEC **Regulations Nos. 2616/69** and **2263/70** and further to the Arrêté of December 24, 1969, fixing the amount and conditions of importation, the French *Journal Officiel* of November 17 announced that the duty-free quota for cod, salted, in brine or dried, whole, headless or sliced (Tariff No. 03.02 AIb) has been increased from 360 metric tons to 450 metric tons.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423/408/288) where the French text may be seen.

Duty quota for seed potatoes

THE FRENCH *Journal Officiel* of November 18 announced that for the period up to and including June 30, 1971 the quota for seed potatoes (Tariff No. 07.01 AIa) has been fixed at 30,000 metric tons of which:

10,000 metric tons for early potatoes (Sirtema variety)
15,000 metric tons for other early potatoes
5,000 metric tons for floury potatoes (variétés féculières).

Conditions for admission under this quota are set out in an Order of August 12, 1958 for the import of potatoes and in an Order of December 17, 1969, stating the general conditions for import duty quotas.

The full French text of this notice together with a specimen of the new form on which applications for authority to import must be made, can be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 423, 408, 288).

ITALY

Tax changes: correction

IN THE NOTICE concerning changes in the Italian General Turnover Tax rates for certain goods published in *Trade and Industry* on November 18, page 280, the first line of the first sub-paragraph should read:

'7% (15%) Articles in gold or platinum or made wholly of silver . . .' and not 'silicon' as published.

GREECE

Cholera regulations

THE GREEK Ministry of Foreign Affairs states that, in principle, restriction of movement from Turkey to Greece has been lifted; however, the following sanitary control measures are now in force.

(1) Persons entering Greece by air, sea, road or rail whether in transit or to stay, must be in possession of a valid cholera vaccination certificate issued at least six days prior to arriving.
(2) Persons in transit by air may land and change planes at Athens airport but may not leave the airport buildings.
(3) Persons arriving by air who intend to stay in Greece must submit to three days confinement during which they will be subjected to medical tests to establish whether or not they are infected.
(4) Persons wishing to travel across Greece by car will have to travel in convoy. Details have still to be arranged between Greek and Yugoslav authorities.
(5) Persons wishing to enter Greece by road in order to stay will be subjected to three days of medical tests in special clinics at Pythion and Kipis. The maximum capacity of the clinics is 100; therefore only 100 persons will be admitted in each period of three days. Persons wishing to enter Greece in this way are advised to apply to the Greek Consulate in Istanbul. Such persons will be given precedence over those who simply drive straight to the border.
(6) Entry into Greece by train to Salonika is still not permitted. But non-stopping trains are being organized to carry through travellers direct from Turkey to Bulgaria.
(7) Ships are subject to five days' quarantine before passengers may land.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2339 (Greece)).

Changes in import deposits on certain goods

AN UNOFFICIAL translation of Import Control Regulations introduced by the Greek Ministry of Commerce from April 1970, has been received, giving changes in the Import Deposit requirements. The following items, which were not previously subject to a deposit by the importer, are liable to the deposits shown:

(1) Yarn of synthetic fibres	112%
(2) Iron or steel chains in the length of which the thickness of the metal of each link is more than 3 mm.	112%
(3) Asprin	56%
(4) Iron or steel wire	56%
(5) Sulphur oil	56%

Deposits on the following items have been changed as shown:

(1) European-type cheese	From 112% to 56%
(2) Prepacked ham	From 112% to 56%
(3) Sawblades in strip form (toothed) other than for use on metal	From 28% to 56%

All these changes include any reductions that were effective from May 1.

Inquiries from British exporters should be addressed to Tariff Section of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 475 and 470).

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TURKEY

Customs duty exemption

BY A DECREE of the Council of Ministers, which appeared in the Turkish *Official Gazette* of November 2, imports of industrial diamonds (Tariff No. 71.02) and industrial diamond powder (Tariff No. 71.04) for use in drilling machinery which were subject to customs duty of 10 per cent will henceforth be exempt provided they are imported on the authority of the Ministry of Industry.

Inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

HUNGARY

Patent and trade mark laws

HUNGARY'S LAW on the Protection of Inventions by Patents, 1969, came into operation on January 1, 1970. This Law repeals all prior legislation, introduces a system of deferred examination and provides for the patenting of plant varieties and animal breeds.

The Law on Trade Marks, 1969, came into operation on July 1, 1970. This Law repeals all prior legislation and among the changes introduced are provisions for cancellation in the event of non-use for five years, licensing and assignment.

Translations of the above Laws are available for consultation in the National Reference Library of Science and Invention (Holborn Division).

FINLAND

Restrictions on the use of import credits

FURTHER TO the notice published in *Trade and Industry* on November 25, the Bank of Finland has advised that if importers wish to make use of a maximum six months payment period, application including invoices, order confirmations or contracts showing agreed times for payment must be presented to the Bank of Finland or an authorized bank for registration. Once the banks have verified such declarations, the goods concerned may be cleared without advance payment.

Application for registration will be sympathetically considered, but firms concerned should apply through their commercial banks in the first instance, with the minimum of delay.

All credit arrangements in excess of six months have in any event to receive prior approval by the Bank of Finland and are not, therefore, affected by the present measures.

All inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (01-248 5757, Exts. 458, 459, 460, 461 and 462).

IRAQ

Role of the private sector in industry

ACCORDING TO a statement issued on November 17 under the signature of the President of the Republic of Iraq, special attention is to be given to the role of the private sector in industry within the scope of the 1970-74 Development Plan. A reorganized Industrial Bank will advise and arrange loans to the private sector and study the economic aspects of private sector projects. 820 projects have been allocated to the private sector with special attention being paid to the industrialization of Northern Iraq and other under-industrialized governates.

Inquiries about this notice from British exporters should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3454).

Seen here is part of the largest single export order ever shipped from the Hitchin, Herts., plant of the Victaulic Company (part of the British Steel Corporation's Tubes Division). Some 7,800 Viking Johnson 10 in. and 14 in. diameter pipeline couplings are to be transported to the Middle East aboard six freight lorries sent from Turkey for that purpose.

ABU DHABI

Customs tariff changes

THE FOLLOWING are the provisions of Amiri Decree No. 15 of 1970:

Article 1

The following goods shall be exempted from customs duty:

Fruit and fresh vegetables, livestock and live sheep, horses and birds, grain, dates, books, newspapers, magazine, cash and gold.

Article 2

First, if the goods are imported directly from their country of origin customs duty will be levied on them as follows:

(a) Duty of 1 per cent on principal foodstuffs. The Department of Customs and Ports has authority to issue an announcement defining these foodstuffs.

(b) Duty of 2 per cent on all other imported goods with the exception of those in sub paragraph (a) above.

Second, if the goods mentioned in sub paragraphs (a) and (b) are imported from a country other than their country of origin, customs duty of 5 per cent will be levied upon them.

Article 3

The Customs duty on alcoholic drink shall be 35 per cent.

Article 4

Customs duty of 2 per cent shall be levied on re-exports which are exempt from customs duty and which appear in the First Article of this decree.

Article 5

Customs Duty of 1 per cent shall be levied on transit goods.

Article 6

Amiri Decree Nos. 18 and 35 of 1969 are cancelled.

Article 7

This decree shall be effective from December 1, 1970.'

All inquiries about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

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ISRAEL

Addition to semi-liberalized import list

AN ADDITION has been made to the Israeli semi-liberalized list of imports with effect from November 4. The item affected is as follows:

Tariff No.	Description	Import Duty
85.05	Hand working tools with self-contained motor:	
1000	The weight of each of them, excluding the tool holder, does not exceed 5 kg., for circular replaceable tools, provided the motor axis and the tool holding axis are in one straight line or in parallel lines:	
1010	Which are released before January 1, 1972	60% but not less than IL. 20 and not more than IL.150 per unit
1090	Other	60% but not less than IL.18 and not more than IL.150 per unit
2000	The weight of each of which exceeds 2·5 kg. but does not exceed 10 kg. provided that the motor axis is horizontal to tool holding axis	60% but not more than IL.150 per unit
8000	Other	20%
9900	The parts:	
9910	The housing for the tools falling under sections 1000 or 2000	60%
9990	Other	20%

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

ZAMBIA

Suspension of duties

THE ZAMBIA Customs and Excise (Amendment) (No. 9) Regulations 1970, amend, with effect from November 5, the Schedule to the Customs and Excise (Suspension) Regulations, 1970 (published in the *Board of Trade Journal* of February 25, page 560) to the following extent:

(a) by the deletion of the following:

Heading No.	Description of goods	Effective rate of Duty
Ex 73.29.90	Tyre protection and automobile skid chains	Free

and the substitution therefor of the following:

Heading No.	Description of goods	Effective rate of Duty
Ex 73.29.90	Tyre protection and automobile anti-skid tyre chains	Free

(b) by the insertion of the following under the appropriate headings listed thereafter:

Description of goods	Effective rate of Duty
Articles calibrated in metric units	Free

Heading nos.: Ex 70.13.00, Ex 70.21.90, Ex 73.18.20, Ex 73.22.11, Ex 73.22.90, Ex 73.40.40, Ex 73.40.99, Ex 74.09.90, Ex 74.18.90, Ex 74.19.29, Ex 75.06.49, Ex 75.06.90, Ex 76.15.49, Ex 76.16.90, Ex 76.16.12, Ex 78.06.39, Ex 79.06.29, Ex 79.06.90, Ex 80.06.29, Ex 80.06.90, Ex 84.10.30, Ex 84.10.40, Ex 84.11.11, Ex 84.17.20, Ex 85.12.29, Ex 85.12.99, Ex 85.18.10, Ex 85.22.90, Ex 85.28.90, Ex 90.14.10, Ex 90.16.10, Ex 90.23.10, Ex 90.25.10, Ex 90.27.90, Ex 90.28.10, Ex 90.28.20, Ex 90.29.90, Ex 91.03.00, Ex 91.04.00, Ex 100.21.00, Ex 100.22.00.

Inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

NIGERIA

Customs Tariff Changes

LEGAL NOTICE No. 79 of 1970, the Customs Tariff (Duties and Exemptions) (No. 6) Order 1970, published in the Federal Republic of Nigeria *Official Gazette* of November 12, 1970, amends the First Schedule to the Nigerian Customs Tariff in respect of Tariff No. 57.09/12 with effect from November 15, 1969, and in respect of Tariff No. 62.03 with effect from July 1, 1970 as follows:

Tariff No. (1)	Tariff Description (2)	Extent of Amendment (3)
57.09/12	Woven fabrics of hemp, of jute or of other vegetable textile fibres; woven fabrics of paper yarn: D.	In sub-heading D, *delete* the rate of duty in the column 'Fiscal Entry' and substitute '20'%
62.03	Sacks and bags, of a kind used for the packing of goods: B (2)	In sub-heading B (2) (a), *delete* the entries in the columns 'Tariff Description', 'Fiscal Entry', and 'Full' and substitute respectively the following sub-heading and rate of duty applicable thereto, that is:

Tariff Description (2)	Rate of Duty: Fiscal Entry (3)	Rate of Duty: Full (4)
(a) Imported for the packing of goods by any Marketing Board approved in that behalf by the Commissioner	each £0 0s. 6d	Free

Explanatory note:

(This note does not form part of the above Order, but is intended to explain its purpose).

This Order has, essentially, the following effects:

Full Tariff Item No.	Description of goods	Effect of the Order
57.09/12 D	Semi-finished jute/hessian cloth	Changes the specific rate of duty of £0 0s. 0·8d. the square yard to 20% *ad valorem* for approved users.
62.03 B (2) (a)	Jute bags	Reduces the rate of duty from £0 0s. 10d. each to £0 0s. 6d. per bag imported by approved Marketing Board

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

REPUBLIC OF SOUTH AFRICA

Hire purchase regulations

A COPY of the South African *Government Gazette* Notice No. R.1912 of October 30, concerning changes in the hire purchase regulations has been received and is available for inspection in Room E47, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3), during normal office hours.

These changes affect household furniture, floor carpets, household electrical and non-electrical appliances, musical instruments, motor vehicles, sporting and pleasure vessels, jewellery, photographic and cinematographic cameras and gramophones etc.

Customs Tariff Amendments

THE FOLLOWING change in the South African Customs Tariff was notified in the *Government Gazette* No. 2905 of October 23.

Notice No. R.1790: Provision is made for a rebate of the full duty on egg-trays of moulded paper pulp.

The following changes in the South African Customs Tariff were notified in the *Government Gazette* No. 2922 of November 13.

Notice No. R.1964: 1. Provision is made for a rebate of the

full duty on aluminium oxide and aluminium fluoride, for the manufacture of aluminium.

2. Provision is made for a rebate of the full duty on polyamide film, for the manufacture of electric generators, motors, convertors, transformers and like apparatus and insulated electric cable and wire.

R.1965: Provision is made for a drawback of duty on imitation jewellery, key-rings, clips and other fittings of copper and cuff-link blanks, used in the manufacture of articles incorporating semi-precious stones and which are exported from the Republic.

R.2002: Provision is made for a rebate of the full duty on carbon blocks (excluding those in cylindrical form), for the manufacture of anodes.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

Customs and Excise Regulations

A CHANGE (Notice No. R1962 of November 13) in the South African Customs and Excise Regulations appoints Mossel Bay as a place where foreign-going ships may call for discharging bulk petroleum products through the sub-marine pipeline.

Inquiries may be addressed to the Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

MALAWI

Customs tariff amendments

MALAWI GOVERNMENT NOTICE No. 235 amends the Customs Tariff, with effect from November 13 to the following extent:

Part 3 – Customs duties

By the deletion of all the material in column 1 to 6 inclusive in respect of heading 101.05 and the substitution therefor of the following:

1	2	3	4	5	6
101·5	Goods which, in terms of an agreement between the Government and any other government, organization, institution, body or person, are required to be exempted from duty	—	Free	Free	Free

Malawi Government Notice No. 236 amends the Customs Tariff, with effect from April 1 to the following extent:

Sixth Schedule

Part 4 – Suspension of Surtax

Item	Surtax
By the addition to the table of the following:	
Goods which, in terms of an agreement between the Government and any other government, organization, institution, body or person, are required to be exempted from surtax	Free

Note:

The effect of this notice is to suspend the rate of surtax on the above items from 5 per cent to free.

Inquiries relating to the above notices should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471, 472, 473).

SIERRA LEONE

General Import Licence No. 1 of 1971

IN A NOTICE published in *Trade and Industry* of October 21 (pages 47-48) details were given of Government Notice No. 1036, which invited application from importers for those goods they desire to import into Sierra Leone during the period ending December 1971. This notice is now amended by the addition of the following items for which a specific import licence is required.

Customs Classification	Item
732-120	Passenger cars exceeding 1,200 c.c. and not exceeding 1,750 c.c. complete
831-031	Mattresses

Any inquiries relating to this notice should be addressed to the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3.)

INDIA

Industrial development

EXPORT SERVICES DIVISION has received a statement (Ref. ESB 51801/69) issued by the Indian Ministry of Industrial Development giving particulars of licences granted to firms under the Indian Industries (Development and Regulations) Act, 1951 during the period April-June 1970. The details received are the names and addresses, location and undertakings, lines of manufacture and capacity sanctioned, changes of name and licences revoked in the industries shown below:

Metallurgical industries
Fuels
Electrical equipment
Telecommunications
Transportation
Automobiles
Industrial machinery
Machine tools
Agricultural machinery
Earth-moving machinery
Miscellaneous mechanical and engineering industries
Commercial, office and household equipment
Medical and surgical appliances
Industrial instruments
Mathematical, surveying and drawing instruments
Fertilizers
Chemicals, chemicals (other than fertilizers)
Dye-stuffs
Drugs and pharmaceuticals
Textiles (including those dyed printed or otherwise processed)
Sugar
Fermentation industries
Food processing industries
Vegetable oils and vanaspathi
Rubber goods
Leather, leather goods and pickers
Glass
Miscellaneous industries

It should be noted that in the past there has often been a considerable lapse of time between the issue of a licence and the commencement of production.

All inquiries arising from this notice should be referred to the Export Services Division, Department of Trade and Industry, Room J02, Hillgate House, 35 Old Bailey, London, EC4M 7HU, quoting the reference number above (Tel 01-248 5757, Ext. 477).

PAKISTAN

Tariff changes—vehicles and pharmaceutical materials

THE PAKISTAN Authorities recently announced an amendment to Heading No. Ex 87.02B of the Tariff, which had the effect of raising to 75 per cent *ad valorem* the statutory rate of duty on the following imports:

> Completely-assembled four-wheel-drive (4 x 4) vehicles such as 'Jeeps', 'Jeepsters', 'Land Rovers' and the like and four-wheel drive (4 x 4) vehicles of a type where goods' and passengers' space is interchangeable or interadjustable.

Vehicles covered by the above definition previously attracted duty of 62½ per cent *ad valorem* when imported on a licence wholly

(*Continued on next page*)

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Area Office: Langthwaite Grange Industrial Estate, South Kirkby, Pontefract, Yorks. Telephone 097 760 3333. Telex 557360.
Agents: **Killick, Martin & Company Ltd.,** Dunster House, 20 Mark Lane, London EC3. Tel: 01-623 3100. Telex 28424. **Killick, Martin (Southampton) Ltd.,** Havelock Chambers, Queens Terrace, Southampton. Tel: 28771. Telex 47633. **Killick, Martin (Birmingham) Ltd.,** St. Martin's House, Bull Ring, Birmingham 5. Tel: 021 643 9051. Telex 338807. **R. M. Beveridge & Co. Ltd.,** 14 St. Vincent Place, Glasgow C1. Tel: 041 221 3615/7. Telex 778118. 54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh 6. Tel: 031 554 1557. 87 Lumley Street, Grangemouth, Stirlingshire. Tel: Grangemouth 4228. **James & Hodder,** P.O. Box 107, N.E.M. House, 11/12 Queen Square, Bristol BS99 7JU. Tel: 0272 20461.

PAKISTAN, *continued*

issued under the Cash-cum-Bonus Scheme and 40 per cent *ad valorem* when imported on a licence wholly issued under the Export Bonus Scheme.

In another recent notification the Pakistani Authorities granted concessions, subject to certain conditions, in the rates of *ad valorem* duty on imports of specified raw materials and packaging materials required for the manufacture of pharmaceutical products: details of the materials involved and the rates of duty and conditions applicable may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475), to whom all inquiries about this notice should be addressed.

BRAZIL

Customs tariff amendments

THE FOLLOWING amendments have been made to the Brazilian Customs Tariff.

Resolution 838, effective September 3, removes Dimethoate and adds O, O-Dimethyl S-(2-oxo-3-azo-butyl) monothiophosphate, minimum concentration 98 per cent and 2-chloro 2', 6'-diethyl-N-(butoxymethyl) acetanilide, minimum concentration 58 per cent, (Tariff No. 38.12.003) to the list of insecticides, etc., which may be imported free of duty.

Resolution 846, effective September 3, and in force for two years, increases the import duty on dodecylbenzene (Tariff No. 29.01.038) from 20 per cent to 45 per cent.

Resolution 856, effective October 12, exempts ferrosilicon (Tariff No. 73.02.008) from import duty for a period of six months.

Resolution 853, effective September 23, amends Tariff No. 32.12.012 to read as follows:

01	Cellophane or plastic film, from 0·2 to 6 microns in thickness on which is deposited a coloured pigment for printing by heat	17%
99	Other	55%

Inquiries from British exporters about this notice should be addressed to the Department of Trade and Industry, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474 or 476).

MALAYSIA

Import control

THE WEST MALAYSIAN Notice to Importers No. 13 of 1970, states that the following items are now subject to import licence and quota when imported into the States of Malaya.

Heading No.	Description of goods
25.01	Common salt (including rock salt, sea salt and table salt), pure sodium chloride; salt liquors, sea water:
100	Table salt; pure sodium chloride
200	Rock salt and salt liquors
900	Others
28.32 100	Sodium chlorate
31.02 990	Ammonium sulphate
73.25 000	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like, of iron or steel wire, but excluding insulated electric cables

Any inquiries regarding his notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).

SINGAPORE

Import control

THE SINGAPORE import and export notice No. 18/70, dated November 11, 1970, states that:

(i) the import of coin or disc-operated machines, other than for amusement (e.g. coin-operated vending machines, weighing machines, etc.), is no longer subject to licensing. It is emphasized that this notice does not cover the import of coin

(*Continued on page* 406)

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CARGO SYSTEM

SINGAPORE, *continued*

or disc-operated amusement machines (e.g. fruit machines, pin tables, juke boxes, etc.) which will continue to be subject to licensing and control.

(ii) the quota for fluorescent tubes for the period October 1, 1970 to March 31, 1971 is increased from 50 per cent to 150 per cent of 1967 imports. This quota may be used to import tubes of 2 or 4 ft. lengths.

Any inquiries regarding this notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).

Customs Duties Amendments

THE SINGAPORE *Government Gazette* dated November 6, 1970, published the Customs Duties (Amendment No. 8) Order, 1970, which amends the Schedule to the Customs Duties Order, 1969, by the addition of the following:

Code	Description	Unit of quantity	Customs Duty		
			Full	Preferential	Excise
011	Meat and edible offal, fresh chilled or frozen:				
011 409-1	Poultry, other than frozen chicken, killed, being ducks, geese, turkeys or guinea fowls, and edible offals, thereof, except livers	Cwt.	Nil	Nil	Nil
011 409-2	Frozen chicken, killed	Cwt.	40 cents per lb.	40 cents per lb.	Nil

Any inquiries regarding this notice should be made to Tariff Section Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).

Metrication

THE SINGAPORE GOVERNMENT recently introduced a Weights and Measures (Amendment) Bill and a Metrication Bill, the purpose of which is to amend the Weights and Measures Ordinance to provide for the International System of Units (the metric system) to be included in the use of weights and measures in Singapore.

Any inquiries regarding this notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).

AUSTRALIA

Polyester cotton type staple fibre

NOTICE was given in the *Board of Trade Journal* dated September 30 of details of a Tariff Board inquiry on polyester continuous filament raw yarn, staple fibre and tow (tariff items ex 51.01.200, 51.01.900, 56.01.900 and 56.02.900) under the Customs Tariff (Dumping and Subsidies) Act, 1961-65.

We have now been notified by the British High Commission in Canberra that the reference on polyester cotton type staple fibre (for use on cotton spinning machinery) tariff item 56.01.900 has been withdrawn, and all anti-dumping action on this commodity has been terminated.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 1457/70.

Special Advisory Authority inquiry on industrial radiographic equipment

A NOTICE was published in the *Board of Trade Journal* on October 14 1970, to the effect that a reference had been made to the Australian Special Advisory Authority in respect of industrial radiographic equipment.

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations, temporary additional duties of 47½ per cent General and 27½ per cent Preferential have been imposed from November 23 (Tariff item 90.20.900).

These new duties do not apply to goods in transit to Australia on or before October 7, provided they are entered for home consumption.

Further details will be published as soon as possible.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference No. CRE 1055/70.

ATA Carnets

THE DEPARTMENT of Trade and Industry has been notified that Australia has now joined the chain of guarantee bodies operated by the International Chamber of Commerce, Paris, for the issue of ATA Carnets.

An ATA Carnet is a temporary importation customs document which is issued by Chambers of Commerce in countries at present in the scheme sponsored, and working under the aegis of the International Chamber of Commerce, Paris. It is known as the IBCC Chain.

A Carnet abolishes the need for raising bonds or depositing duty at customs posts in different countries. The Carnet contains the appropriate customs clearance papers, and generally nowadays this document is preferred by customs.

Goods qualifying for importation under the Scheme are:

(a) Commercial samples and advertising film (16 mm) under the ECS (entry of commercial samples) Convention:

(b) Goods for International exhibition – under the Goods for Exhibition Convention and

(c) Professional equipment under the Profesional Equipment Convention.

ATA Carnets are issued in the United Kingdom by Chambers of Commerce at the following centres:

London

Birmingham	Liverpool
Bristol	Manchester
Edinburgh	Northern Ireland
Glasgow	Nottingham
Leeds	Port of Portsmouth
Leicester	Southampton

United Kingdom Chambers of Commerce make a basic charge for a Carnet of £6, but this is reduced for members to £4.

Broadly, United Kingdom Chambers issue Carnets at the members' rate to members of other non-issuing United Kingdom Chambers affiliated to the Association of British Chambers of Commerce on production of a confirmatory note from that Chamber.

Further details are available from the Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

NEW ZEALAND

Customs tariff inquiry—mounted piezo—electric crystals

FOLLOWING RECEIPT by the New Zealand Minister of Customs of a report from the Emergency Protection Authority the Government has accepted the recommendation of the Authority that mounted piezo-electric crystals, of T.I. 85.21.08, should remain subject to import licensing pending inquiry and report by the Tariff and Development Board.

In accordance with the provisions of the Tariff and Development Board Act, the Minister of Customs has requested the Board to inquire into and report what form of permanent protection, if any, is necessary in respect of all goods classified in Tariff Item 85.21.08, which reads as follows:

Number	Description	Rates of duty		
		British Preferential	Most Favoured Nation	General
85.21	Thermionic, cold cathode and photo-cathode valves and tubes, etc.			
85.21.08	Mounted piezo-electric crystals	Free	14%	30%

The Board will, in accordance with its normal procedures, conduct a public inquiry which will take place in Wellington on March 9, 1971 at 10.30 a.m. Typewritten statements (12 copies) should be

(*Continued on page* 409)

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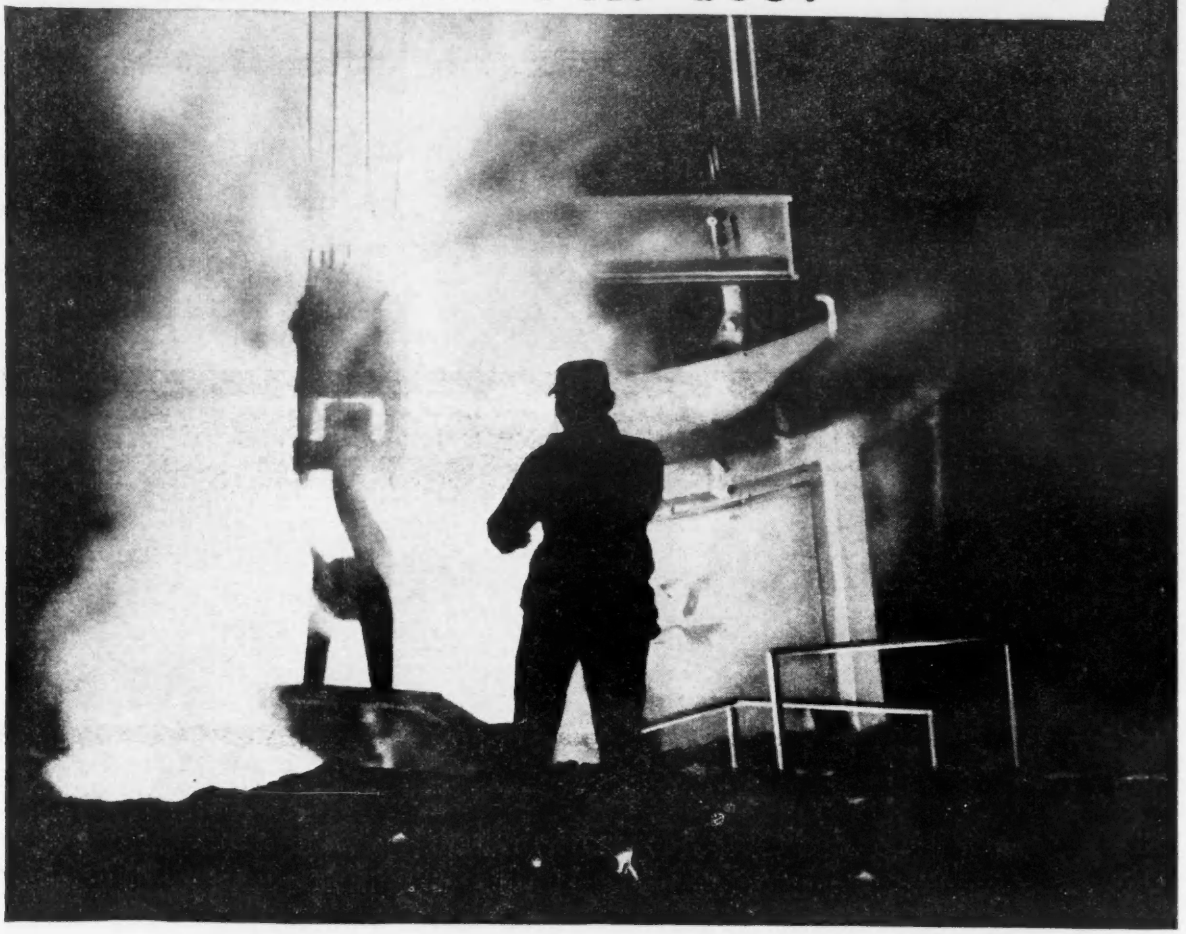

Thailand's second Five Year Plan promises to bring a more equitable distribution of income and social benefits to Thai farmers and to encourage investment in the country. New know-how and equipment will be needed. Living standards will gradually rise. New opportunities for overseas companies will be created. The Hongkong Bank has reviewed the situation and reports to you in a special booklet on the export opportunities in Thailand. In addition, the Hongkong Bank offers advice from their man in Thailand—and in dozens of other potential markets where the Hongkong Bank Group have branches.

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Qantas, with Air India and BOAC.
Direct flights to Brisbane, Darwin, Melbourne, Perth and Sydney

lodged with Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than February 26, 1971. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade aind Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 822/69.

New Zealand/Australia Free Trade Agreement

Elimination of margins

IN AN exchange of letters associated with the New Zealand/Australia Free Trade Agreement the New Zealand Government expressed the intention of eliminating the margins by which the rates of duty applicable to certain goods imported from Australia exceed those applicable to goods imported under the same Tariff item from other countries.

The New Zealand Minister of Overseas Trade has requested the Tariff and Development Board to make recommendations from time to time on the progressive implementation of this policy and in this regard the Board now intends to consider the goods listed in the following schedule.

If no representations are received to the contrary the Board proposes to recommend that, in respect of these goods, the rates of duty applicable to imports from Australia be reduced to the level of the present British Preferential Tariff rates. Any person or firm desiring to make representations regarding an item or items should send their representations to Mr. O. A. Black, Secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than February 26, 1971.

Such representations should be in the form in which it would be intended to submit them as evidence under oath at a public inquiry and the 'Notes for Guidance of Witnesses' prepared by the Board may be found of assistance.

Copies of these notes may be obtained from the Department of Trade and Industry, Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London EC4M 7HU (Tel. 01-248 5757, Ext. 401/468/469).

If public inquiries are found to be necessary in respect of any item or items notice to this effect will be given.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

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SCHEDULE

Number	Description	Present rates of duty – Per cent			
		British Preferential	Australia	Most Favoured Nation	General
21.05	Soups and broths, in liquid, solid or powder form:				
21.05.09	Other	12½	22½	40	45
39.07	Articles of materials of the kinds described in headings Nos. 39.01 to 39.06:				
	Articles of apparel and clothing accessories:				
39.07.21	Braces, suspenders, garters, belts and the like articles	27½ Can.45	45	—	80
39.07.22	Coats', men's and boys'	32½ Can.45	45	—	80
39.07.27	Skirts and the like articles	32½ Can.45	45	65	80
39.07.29	Trousers and the like articles	32½ Can.45	45	—	80
39.07.39	Other kinds	32½ Can.45	45	—	80
40.13	Articles of apparel and clothing accessories (including gloves), for all purposes, of unhardened vulcanized rubber:				
40.13.05	Men's and boys' overcoats, coats and the like	32½ Can.45	45	—	80
40.13.06	Men's and boys' trousers and the like	32½ Can.45	45	—	80
40.13.11	Overalls, bib and combination	32½ Can.45	45	—	80
42.03	Articles of apparel and clothing accessories, of leather or of composition leather:				
42.03.01	Braces, suspenders, garters, belts and the like	27½ Can.45	45	—	80
42.03.03	Gloves, mittens and mitts: Gloves, and mittens, padded, suited for use only in the following sports: baseball or softball, boxing cricket, ice-hockey	25 Can.30	30	50	65
42.03.05	Other	27½ Can.40	40	50	65
42.03.06	Shorts	32½ Can.45	45	—	80
42.03.11	Trousers	32½ Can.45	45	—	80
	Coats, waistcoats and the like:				
42.03.16	Other	32½ Can.45	45	—	80
	Skirts:				
42.03.18	Other	32½ Can.45	45	—	80
42.03.22	Watch straps	30	40	50	60
42.03.29	Other	32½ Can.45	45	—	80
42.05	Other articles of leather or of composition leather:				
42.05.09	Other	30	40	50	60
73.11	Angles, shapes and sections, of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished; sheet piling of iron or steel, whether or not drilled, punched or made from assembled elements: Angles, shapes and sections, 80 mm or more; sheet piling:				
	Angles and tees:				
73.11.11	Worked	25 Can.35	35	50	60
	Channels, girders, beams and joists Worked				
73.11.17		25 Can.35	35	50	60
	Other shapes and sections; sheet piling Other:				
73.11.25	Worked	25 Can.35	35	50	60
	Angles, shapes and sections, less than 80mm:				
	Angles and tees:				
73.11.31	Worked	25 Can.35	35	50	60
	Channels, girders, beams and joists:				

(*Continued on page* 410)

NEW ZEALAND, *continued*

Number	Description	Present Rates of Duty – Per cent			
		British Preferential	Australia	Most Favoured Nation	General
73.11.37	Worked	25 Can.35	35	50	60
	Other shapes and sections:				
73.11.43	Worked	25 Can.35	35	50	60
73.12	Hoop and strip, of iron or steel, hot-rolled or cold-rolled:				
	Under 6 in. in width:				
73.12.01	Worked	25 Can.35	35	50	60
73.13	Sheets and plates, of iron or steel, hot-rolled or cold-rolled:				
	Less than 3 mm. in thickness, not plated, coated or clad:				
	Worked:				
73.13.33	Other	25 Can.35	35	50	60
	Tinned sheets and plates:				
	Worked:				
73.13.43	Other	25 Can.35	35	50	60
	Other kinds:				
	Other:				
73.13.46	Lacquered, painted or similarly coated	25 Can.35	35	50	60
	Less than 3 mm. in thickness, plated, coated or clad (other than tinned):				
	Worked:				
73.13.59	Other kinds	25 Can.35	35	50	60
73.15	Alloy steel and high carbon steel in the forms mentioned in headings Nos. 73.06 to 73.14:				
	Angles, shapes and sections, 80 mm. or more, and sheet piling of high carbon steel:				
	Angles and tees:				
73.15.12	Worked	25 Can.35	35	50	60
	Channels, girders, beams and joists:				
73.15.14	Worked	25 Can.35	35	50	60
	Other shapes and sections; sheet piling:				
	Other kinds:				
73.15.17	Worked	25 Can.35	35	50	60
	Angles, shapes and sections, 80 mm. or more, and sheet piling, of alloy steel:				
	Angles and tees:				
73.15.19	Worked	25 Can.35	35	50	60
	Channels, girders, beams and joists:				
73.15.22	Worked	25 Can.35	35	50	60
	Other shapes and sections: sheet piling:				
	Other kinds:				
73.15.25	Worked	25 Can.35	35	50	60
	Angles, shapes and sections, less than 80 mm. of high carbon steel:				
	Angles and tees:				
73.15.27	Worked	25 Can.35	35	50	60
	Channels, girders, beams and joists:				
73.15.29	Worked	25 Can.35	35	50	60
	Other shape and sections:				
73.15.32	Worked	25 Can.35	35	50	60
	Angles, shapes and sections, less than 80mm. of alloy steel:				
	Angles and tees:				
73.15.34	Worked	25 Can.35	35	50	60
	Channels, girders, beams and joists:				
73.15.26	Worked	25 Can.35	35	50	60
	Other shapes and sections:				
73.15.38	Worked	25 Can.35	35	50	60
	Sheets and plates, less than 3 mm. in thickness, not plated, coated or clad:				
	Of high carbon steel:				
73.15.52	Worked:				
	Other	25 Can.35	35	50	60
	Of alloy steel:				
	Worked:				
73.15.58	Other	25 Can.35	35	50	60
	Sheets and plates, less than 3 mm. in thickness, plated, coated or clad:				
	Of high carbon steel:				
	Worked:				
73.15.65	Other	25 Can.35	35	50	60
	Of alloy steel:				
	Worked:				
73.15.74	Other	25 Can.35	35	50	60
	Hoop and strip:				
	Of high carbon steel:				
	Under 6 in. in width:				
73.15.81	Worked	25 Can.35	35	50	60
	Of alloy steel:				
	Under 6 in. in width:				
73.15.86	Worked	25 Can.35	35	50	60
73.17	Tubes and pipes, of cast iron:				
	Other:				
	Centrifugally cast, of a nominal internal diameter:				
73.17.04	Exceeding 6 in. but not exceeding 12 in.	Free	20	20	40
73.18	Tubes and pipes and blanks therefor, of iron (other than of cast iron) or steel, excluding high-pressure hydro-electric conduits:				
	Tubes and pipes:				
	Welded:				
73.18.31	Tapered tubes	25 Can.35	35	50	60
73.20	Tube and pipe fittings (for example, joints, elbows, unions and flanges), of iron or steel:				
	Unscrewed:				
	Cast iron:				
	For other tubes and pipes:				
	Of a nominal internal diameter;				
73.20.05	Exceeding 6 in. but not exceeding 12 in.	Free	20	20	40
73.21	Structures, complete or incomplete, whether or not assembled, and parts of structures (for example, hangars and other buildings, bridges and bridge-sections, lock-gates, towers, lattice masts, roofs, roofing frameworks, door and window frames, shutters, balustrades, pillars and columns), of iron or steel; plates, strip, rods, angles, shapes, sections, tubes and the like, prepared for use in structures, of iron or steel:				
73.21.09	Other	25 Can.35	35	50	60
72.23	Casks, drums, cans, boxes and similar containers, of sheet or plate iron or steel, of a description commonly used for the conveyance or packing of goods:				
73.23.09	Other	25 Can.35	35	50	60
73.25	Stranded wire, cables, cordage, ropes, plaited bands, slings and the like, of iron or steel wire, but excluding insulated electric cables:				
73.25.01	With fittings attached	25 Can.35	35	50	60
73.31	Nails, tacks, staples, hook-nails, corrugated nails, spiked cramps, studs, spikes and drawing pins, of iron or steel, whether or not with heads of other materials, but not including such articles with heads of copper:				
	Nails, hook-nails, corrugated nails:				
73.31.02	Lead headed and galvanized cup-headed roofing nails	25	30	40	50
73.40	Other articles of iron or steel:				

MISCELLANEOUS ADVERTISEMENTS

6/- per line, minimum 30/- payable in advance. Box No. 10/-

Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London E.C.1.**

Replies to Box Numbers should be addressed to **Box No.—Trade and Industry, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

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EXPORTERS OF PRODUCTION AND OFFICE EQUIPMENT! A massive international export advertising campaign is due to be launched in January 1971 and will continue until December 1971. For publicity minded companies who wish to promote their products world-wide, space is still available in the most outstanding, attention getting, full colour direct inquiry media ever to leave Britain. Companies who would like to consider participating in this campaign are invited to write for further details to the Campaign Manager, 'Made in Britain Campaign,' Direct Overseas Advertising Ltd., 46A, Gloucester Road, London, S.W.7 or telephone 01-589 1942.

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AUSTRALIAN AGENTS – IMPORT/EXPORT, wish to contact British Exporters. Variety of items not restricted. 'We can market anything that can be sold.' 'ALEXANDER THE GREAT' Enterprises, Box 33, Margate, Queensland, Australia. 4019.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers requirements credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150

NEW ZEALAND, *continued*

Number	Description	Rates of Duty – Per cent			
		British Preferential	Australia	Most Favoured Nation	General
73.40.10	Iron castings in the rough state	25 Can.35	35	50	60
73.40.20	Steel castings in the rough state	25 Can.35	35	50	60
73.40.30	Steel and iron forgings (including drop forgings) in the rough state	25 Can.35	35	50	60
	Fencing posts, standards and droppers and accessories for use therewith:				
73.40.72	Other	15 Can.25	25	45	60
73.40.99	Other articles	25 Can.35	35	50	60
78.06.00	Other articles of lead	25 Can.35	35	50	60
82.04	Hand tools, including mounted glaziers' diamonds, not falling within any other heading of this Chapter; blow lamps; anvils; vices and clamps, other than accessories for and parts of, machine tools; portable forges; grinding wheels mounted on frameworks (hand or pedal operated):				
	Hand tools:				
	Oil cans:				
82.04.79	Other	25 Can.35	35	50	60
	Domestic and household articles having the character of hand tools:				
82.04.87	Other	22½ Can.32½	32½	50	60
83.02	Base metal fittings and mountings of a kind suitable for furniture doors, staircases, windows, blinds, coachwork, saddlery, trunks, caskets and the like (including automatic door closers); base metal hat-racks, hat-pegs, brackets and the like:				
83.02.19	Other	25 Can.35	35	50	60
84.10	Pumps (including motor pumps and turbo pumps) for liquids, whether or not fitted with measuring devices; liquid elevators of bucket, chain, screw band and similar kinds:				
84.10.09	Other	25 Can.35	35	—	60
84.11	Air pumps, vacuum pumps and air or gas compressors (including motor and turbo pumps and compressors and free-piston generators for gas turbines); fans, blowers and the like:				
84.11.09	Other kinds	25 Can.35	35	—	60
PART II 10.6	Prefabricated metal bridges	Free Can.10	10	30	35

Prices freeze

MR. SHELTON, Acting Prime Minister of New Zealand, announced on November 16, a two month price freeze at levels applying at close of business on November 12.

After the price freeze a mandatory price justification scheme will run until at least June 30, 1971.

All available information about the above will be published by the Export Intelligence Service.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), reference CRE 31501.

1971/72 import licensing schedule

THE NEW ZEALAND Minister of Customs has published a list of imports, valued at NZ $25 million, which it is prepared to exempt from licence with effect from July 1, 1971.

Details of these items can be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 401/468/469).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in the pink paper supplement of October 7 issue.

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

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UNITED STATES

Proposed motor vehicle safety standards

Warning devices

THE *Board of Trade Journal* of October 27, 1967 gave advance notice of a proposed new standard for warning devices for stopped vehicles (passenger cars, multi-purpose passenger vehicles, trucks, buses and motorcycles).

The National Highway Safety Bureau has announced further proposals regarding the new standard with effective date January 1, 1972. Interested persons may submit written comments to the Safety Bureau not later than February 5, 1971 (FR 11.11.70).

Standard 105 – Hydraulic Brake Systems

THE NATIONAL Highway Safety Bureau proposes to upgrade Standard 105 and extend its application to multi-purpose passenger vehicles, trucks and buses, effective date October 1, 1972.

Interested persons may submit written comments to the Safety Bureau not later than February 4, 1971 (FR 11.11.71).

Further details about this notice may be obtained from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Banned hazardous substance—liquid drain cleaners

THE UNITED STATES Commission of Food and Drugs propose that liquid drain cleaners containing more than 10 per cent of sodium and/or potassium hydroxide be classified as a banned hazardous substance under the United States Federal Hazardous Substance Act.

Interested persons may submit written comments not later than December 18, 1970, to the Department of Health, Education and Welfare.

Further details about this notice may be obtained from United States Section, Commercial Relations and Exports Department, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397). FR 18.11.70.

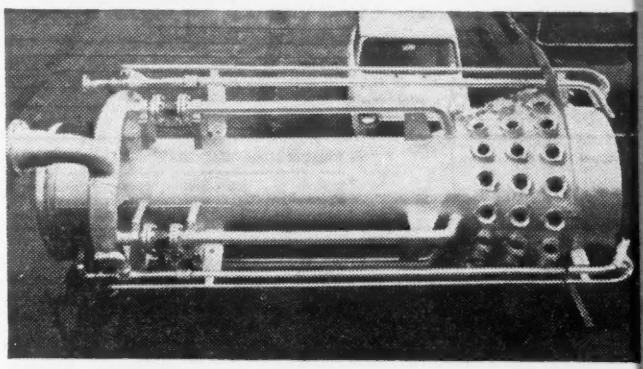
CANADA

Hazardous Products Act

Toy safety regulations

THE CANADIAN Department of Consumer and Corporate Affairs has issued News Release No. 70-23 announcing new regulations, under the Hazardous Products Act, governing the safety of toys sold in Canada.

Effective immediately are regulations which ban a wide variety of dangerous features in toys. Other regulations requiring the use of new test methods, warning labels and changes in manufacturing methods will come into effect on November 1, 1971.



When a reporter of 'Nikkan Kogyo Shimbun' (the daily industrial newspaper of Japan) visited Mitsui Petrochemical Industries' Otake plant in connection with a series of articles on pollution problems, the managing director of the plant pointed out many examples of efforts made to minimize all types of pollution. He had special praise for a flare stack (pictured here) supplied by Flaregas Engineering Ltd., West Drayton, Middx. – a smokeless system said to be the most advanced of its type in the world. With this system the Otake plant can burn all waste gases, without the usual steam noise associated with the conventional type of stack.

Other hazardous product regulations

In News Release No. 70-24 the Department of Consumer and Corporate Affairs announce new regulations, effective immediately, prohibiting (1) the leaving of household cleaning chemicals in mail boxes (the new regulation stipulates that all sample packages used for advertising purposes must be delivered by hand to a person of responsible age in the home), (2) eye glass frames made from or containing cellulose nitrate, (3) certain imported sweat shirts and berets identified by the Department as having dangerous flammability characteristics. Metal polishes containing cyanide salts are banned immediately for consumer sale and products of this nature used for silversmithing or goldsmithing must be labelled according to regulations by June 1, 1971.

Firms requiring the full text of the News Releases should contact Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 455,456, 457).

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BRITISH GOVERNMENT CONTRACTORS

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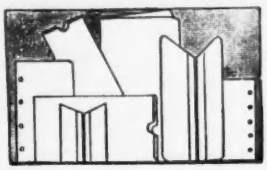

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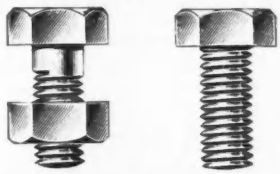

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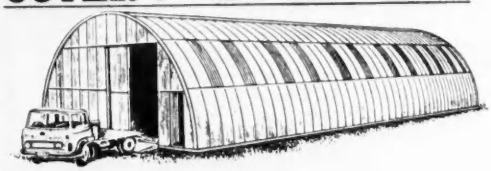

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H. BELL Machine Tools LTD.
Walter Street Leeds 4 England

Living it up again? Who wouldn't be in exports?

The same kind of room in the same kind of hotel. Two days here, three days there, and a suitcase full of crumpled clothes. Yet on your return someone is bound to say "Boy you've got it made! What about those beaches, and what tricks did you get up to this time eh?"

Is the big order really worth all the frustrations it causes? Sure it is. And we want you to get it because the paperwork comes through us. Shipping documents, letters of credit, all the money matters. If on a rare occasion something gets held up, you take notice of us. Otherwise we're pretty much taken for granted.

It might be simpler to stay in Britain and worry about the home market. But you accept the challenge of exporting—and so do we.

Barclays DCO

Exporters are special people. That's why we're a special bank.